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January 12, 1970

International Commerce

Commerce Department maps export strategy with U.S. Commercial Officers in Europe, Near East

A U.S. DEPARTMENT OF COMMERCE WEEKLY

XUM

International Trade Winds

Company News

AIRCRAFT COMPONENTS—The Power Equipment Division of Anderson Power Products Inc., Boston, has appointed ITT Cannon Electric Canada as representatives and associate distributors for Connector Products in Canada. ITT will handle Anderson's line of electrical connector products and will provide engineering and technical services through its sales and service organization. Anderson manufactures electrical, magnetic and test apparatus for the jet aircraft industry.

ELECTRONICS—Fairchild Camera and Instrument Corp., Mountain View, Calif., and N. V. Philips Gloeilampenfabrieken, the Netherlands, announced a technical agreement covering semiconductor technology which will allow each company to manufacture the other's semiconductor products. The agreement primarily involves the Semiconductor and Microwave-Optoelectronics Divisions of Fairchild and the Elcoma Division of Philips.

HOTELS—Holiday Inns of America, Inc., Memphis, and the Occidental Petroleum Corp., Los Angeles, announced the opening of the first hotel constructed under a 50-50 joint venture agreement between them in Marrakech, Morocco. Three additional Holiday Inns are under construction in Morocco at Casablanca, Fez and Tangiers and are expected to open this year. These hotels, which will provide 1200 rooms, represent a $20 million investment. The Moroccan Government financed the major share of the costs.

CONSTRUCTION — Lummus Nederland, The Hague, subsidiary of the Lummus Co., Bloomfield, N.J., is completing a five-unit $30 million hydrosulphurization (HDS) complex to be incorporated in Compania Shell de Venezuela's refinery at Cardon. The complex will have a capacity of 50,000 barrels-per-day of low sulphur content industrial fuel oils and is scheduled to go on-stream shortly. Designed, procured and constructed by Lummus Nederland, the complex is comprised of light and heavy distillate hydrotreaters, adip and sulfinol treaters, and a sulphur recovery unit. Lummus is a subsidiary of Combustion Engineering Inc.

Newsletter

Now let's cover export financing in depth, said 51 newcomers to export who met first at a December seminar at Dulles airport near Washington. They'll return this week to hear from a faculty that includes specialists from Commerce, Eximbank, FCIA, the Small Business Administration and eight commercial banks. Braniff International Airways is a co-sponsor of the seminar with Commerce and SBA, and it may set a pattern for seminars elsewhere in the country.

Braniff and fellow air cargo carriers Northwest Orient, Pan Am and TWA each served as co-sponsors of two or more newcomer-to-export seminars in the last quarter of 1969. The ten seminars drew about 550 participants to Sioux Falls, S.D., Greensburg, Pa., Wakefield, Mass., Wilmington, Del., Burlingame, Calif., Milwaukee, Kansas City, Denver, Omaha and Washington. Commerce Department and the Small Business Administration, plus some local sponsors, helped conduct the sessions.

The first president of the International Chamber of Commerce from a developing country brings his special viewpoint to that organization as it enters the '70's. Dr. Bharat Ram of India is telling the business community that "the existing order of society—whether in developed or developing nations, in centrally controlled or market economies —is under challenge. Sensitive and sensible answers must be found to bring about a more balanced world. . . ."

Another voice from the developing nations is that of Secretary General Galo Plaza of the Organization of American States, who writes of the OAS' economic and political objectives in the new quarterly journal, Inter-American Scene. The publication, which aims to interest U.S. businessmen—and all citizens—in inter-American relations, is edited by Language Americas Assn. (LAMA), 1250 Nat'l Press Bldg., Washington, D.C. 20004, a group composed mainly of Johns Hopkins University international studies school alumni.

Train now, sell later. That was the idea behind Univac's use of the lounge at the Frankfurt U.S. Trade Center for three days late in 1969. The company's training session, on new-to-market computer software, was led by a German advisor to Univac and the company's Swiss regional representative. U.S. Trade Centers overseas welcome such single-company use of their facilities between-regular-shows.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

Two regional conferences of senior U.S. economic and commercial officers were held overseas last month to map export strategy with Washington officials of the Commerce and State departments. At the meetings, in Tehran, Iran, Dec. 11-12, and Rome, Italy, Dec. 15-16, Deputy Assistant Secretary of Commerce for Business Development Robert McLellan gave the keynote addresses. The photo was taken at the Rome conference. Story is on page 3.

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Act seen aiding U.S.-East bloc trade potential

Law extending export controls final item of Congress session

As the final item of business before adjournment of its first session, the 91st Congress on Dec. 23 enacted the Export Administration Act. This legislation supplants the Export Control Act of 1949 and represents the outcome of lengthy debate in both houses concerning the feasibility of increased U.S. trade with Communist nations.

Commenting on the new legislation, Kenneth N. Davis, Jr. Assistant Secretary of Commerce for Domestic and International Business, released the following statement:

"The President is gratified that after extensive debate the Senate and House have finally resolved their differences regarding modification of the legislative authority to control exports from the United States where dictated by the national interest.

"Failure to have acted promptly on this matter would have created a serious situation for the United States.

"The bill agreed upon and approved by the Congress on Dec. 23rd, and now signed by President Nixon, offers the potential of broader trade with Communist nations while preserving the essential prerogatives of the President to decide the extent and timing of trade liberalization within the context of his direction of overall foreign policy.

"The President wishes to compliment the members of Congress who have responsibly met the situation involved in this legislation. Much credit is due to those in both houses who recognized the complexity and sensitivity of the issues involved.

"Their support has resulted in legislation which permits continued effective and responsible administration of export controls in the interest of national security and sound foreign policy."

Under the new Act, administration of export controls continues to be the responsibility of the Office of Export Control of the Department of Commerce.

Rauer H. Meyer, OEC Director, advises exporters that under the new legislation existing export control regulations and control lists remain in effect. Changes in the control lists resulting from the review called for in the Act will be announced periodically in export control bulletins of the Office of Export Control. Meyer has offered full cooperation in consulting with exporters regarding export control questions at any time.

Regulations on Mainland China eased

Changes in the Foreign Assets Control regulations that apply to business activities in Communist China were announced last month by the State Department. The changes are summarized as follows:

1. For foreign subsidiaries of U.S. firms, most Foreign Assets Control restrictions on transactions with China regarded as non-strategic by COCOM are removed. This is intended to permit American subsidiaries, insofar as Foreign Assets Control restrictions are concerned, to engage in trade with Communist China under regulations applicable to other firms in countries in which they operate and to remove restrictions which those countries view as interference in their domestic affairs. This action will not affect Commerce Department controls on export or re-export of U.S. origin goods or of unpublished American technology. [NOTE: COCOM is the Coordinating Committee of NATO countries and Japan that regulates trade in strategic items.]

2. Present restrictions on U.S. business participation in third-country trade in presumptive Chinese goods are eliminated. This will permit American firms (including banking, insurance, transport, and trading) to purchase and ship to third countries commodities of presumptive Chinese origin that they are now able to ship to the U.S. under certificates of origin procedures. Although certificates will not be required for third-country transactions, such goods may still not be shipped to the U.S. without them. This change is responsive to urgent requests of foreign branches of U.S. firms, and it is expected to improve the competitive position of American business concerns overseas.

3. The $100 ceiling on non-commercial purchases of Chinese Communist goods by Americans is removed, as is the requirement that non-commercial imports from China enter the U.S. as accompanied baggage. This will further relieve administrative difficulties of American citizens and is responsive to the desire of American tourists, collectors, museums and universities to import Chinese products for their own account. It will not permit imports by persons or commercial organizations in the U.S. for resale.

French firm loses export rights due to relationship to already-banned company

Societe D'Equipements Agricole & De Vente Interagra of Toulouse, France, has been denied U.S. export privileges as a related party to a Paris firm, Interagra S.A., which lost its export rights last May.

The Commerce Department's Bureau of International Commerce (BIC) found that Interagra S.A. and the Societe Equipements firm are closely associated and connected and also share the same business quarters in Toulouse. BIC said that the present action, under which the restrictions against Interagra are also made applicable to the Societe Equipements firm, is necessary in order to prevent evasion of the order against Interagra.

The Societe Equipements firm was given the opportunity to show cause why the related party action under the U.S. export control regulations should not be taken against it, but it failed to respond.

All outstanding export licenses in which Societe D'Equipements Agricole & De Vente Interagra has an interest have been revoked, and the firm, its agents and employees are prohibited from participating in any transactions involving commodities or technical data exported or to be exported from the United States.

The U.S. export control regulations provide that without authorization from the Department of Commerce, no party may trade in commodities or technical data exported from the United States with a party he knows has been denied U.S. export privileges.

REGIONAL CONFERENCES OF COMMERCIAL SPECIALISTS took place last month at Rome and Tehran, bringing together Washington officials of the Commerce and State departments and 87 economic and commercial officers from 37 U.S. posts in Europe and the Near East. This was the scene at the American Embassy in Rome as Deputy Assistant Secretary of Commerce for Business Development Robert McLellan gave the conference keynote address.

Commerce leaders map export strategy with American embassy specialists in Europe, Near East

Economic, Commercial Officers see continuing opportunities for American sales in both areas, call for added efforts

Two recent conferences that brought together U.S. Commercial Officers overseas with trade promotion officials of the Department of Commerce are described in the following reports. They are submitted by specialists in Commerce's Office of International Regional Economics: Charles Barrett, Deputy Director of OIRE's European Division, and D. A. Kearns-Preston, Director of the Near East—South Asia Division, writing from the meeting sites, Rome and Tehran, respectively.

ROME—Steady economic growth in the industrial European nations will continue to present numerous opportunities for the expansion of U.S. exports, a regional conference of senior U.S. economic and commercial officers stationed in this area has concluded.

Despite the competitive conditions set by regional economic and tariff groups, such as the Common Market and the European Free Trade Association, it was agreed by the 60 senior economic and commercial specialists stationed in 18 European countries that U.S. products could be marketed successfully, provided that the American exporters apply vigorous market research and sales efforts.

The meeting, held in Rome in mid-December with a team of Washington officials of the Commerce and State departments leading discussions, analyzed the kinds of competition now encountered by U.S. exporters in the European market and studied the current trade promotion efforts of various governments.

From their first-hand vantage points in observing the promotion of U.S. exports in Europe, the conference participants maintained that in many industrial fields the demand for new and sophisticated equipment from the U.S. would continue. This will be true, it was contended, despite some built-in marketing disadvantages in distance and language.

Both the Washington representatives and the officers in Europe agreed that communications between the posts in Europe and Washington and with U.S. industry should be improved in order to take advantage of new trade opportunities available for American exporters.

In this connection, the officers stressed the value of close working relations with U.S. Chambers of Commerce abroad, the European officers of several of the states and with the representatives of U.S. trade associations.

Discussion of the Commerce program to encourage European firms to invest within the United States revealed that considerable interest is being shown throughout Europe. The officers urged that this program should continue to be supported actively and that greater publicity be given to new investment opportunities in the United States.

The officers repeatedly emphasized the need for greater knowledge of the market by U.S. exporters and stressed the value of pinpoint identification of market potential especially in the fields of advanced equipment.

The conference, held at the American

Embassy in Rome Dec. 15-16, was keynoted by a presentation by Deputy Assistant Secretary of Commerce for Business Development Robert McLellan on the commercial problems facing the United States in a rapidly changing world.

An outline of the major strategies planned by the Administration to improve the U.S. trade position was presented by a panel that included McLellan, Harold B. Scott, Director of the Bureau of International Commerce, Eugene M. Braderman, Deputy Assistant Secretary of State for Commercial Affairs and Business Activities and Joseph Rand, Assistant to the Chairman of the Export-Import Bank. Other agenda items focused on specific trade promotion programs of the Department of Commerce. Discussions between the economic and commercial officers and the Washington representatives brought out suggestions and recommendations for making the programs more effective.

TEHRAN—A general optimism about U.S. business prospects in the Near East—South Asia region, despite all the political-economic problems in the area, was expressed by U.S. economic and commercial officers stationed there.

The 27 officers from 19 U.S. posts agreed on these points:

► Competition from other producing nations is an ever-growing factor.

► In meeting this competition, U.S. companies find their principal need is more liberal financing, whether by private firms or banks, or by Government lending agencies.

► American firms can improve sales in the area by taking an approach that includes more frequent visits, assistance to distributors, prompt response to inquiries, and prompt filling of orders.

Among the new techniques for trade promotion discussed at the Dec. 11-12 meeting was Commerce Department's new International Business Advisory Service. The U.S. officers overseas felt that such a service, in which Commerce Department specialists assist companies with export problems that involve multiple contacts with various U.S. Government agencies, could be of major aid to the exporting firms.

Throughout the conference, primary emphasis was on encouraging U.S. firms to increase their own initiatives, rather than to replace some of these market thrusts with Government promotions. Government can help, it was stressed, but the essential action remains in the hands of businessmen.

Selling U.S. products in a changing overseas market was, in effect, the theme of the meeting, called as a U.S. Regional Commercial Conference. U.S. Ambassador to Iran Douglas MacArthur gave the opening address. The Washington officials of the Commerce and State Departments referred to in the Rome report above also led discussions at Tehran.

The agenda covered a presentation of the status of the U.S. economy, goals, strategy, and export expansion plans, and descriptions of specific problems and projects in the Near East—South Asia area.

AEIB study surveys business schools' international courses

New publication describes curricula in 100 U.S. institutions

International business curricula in more than 100 universities—reaching from Alaska to Texas and from Maine to Hawaii—have been summarized in a new publication of the Association for Education in International Business.

The 200-page report, which includes information on university programs and descriptions of each international course offered, is said to present the most comprehensive picture available of international business education in America. Prior studies have been limited to small samples, according to Richard D. Robinson of the Massachusetts Institute of Technology, president of AEIB.

Professor's work

Entitled, "University Education for International Business: A Survey of American Business Schools," the study was undertaken by Professor Vern Terpstra, Graduate School of Business Administration, University of Michigan. Professor Terpstra is secretary of AEIB.

The report is designed for use not only by recruiters for business but also for collaboration by universities in international business programs.

Initiated in February 1969 and completed in the summer, the survey shows current trends in course content, materials used, and methodology.

All schools that are members of the American Association of Collegiate Schools of Business plus all other business schools having a member in AEIB were solicited for information. Of some 170 such institutions, 111 responded; of these, 95 have international business courses.

Part I of the report lists alphabetically the respondent schools, with a description of their international business programs and courses—where possible divided into undergraduate, graduate, and doctoral studies. Part II cross references courses by subject matter.

Appendices show copies of the materials sent to the 172 schools, and list the schools from whom no reply was received.

The Association for Education in International Business was founded in 1959 at the Indiana University School of Business. Its membership includes teachers, researchers and writers in the field of international business. It aims to aid the exchange of information between businessmen and educators, and to advance research activity in the international commerce field.

The report is available at $5 a copy ($4 to educational institutions). **Write:** AEIB, Prof. Vern Terpstra, Sec., Graduate School of Business Administration, University of Michigan, Ann Arbor, Mich. 48104.

Halaby to keynote Chicago conference

Najeeb Halaby, president of Pan American World Airways, will give the keynote address at the 33rd Chicago Mid-America World Trade Conference. The two-day meeting on Feb. 17-18, in the La Salle Hotel, is sponsored jointly by the International Trade Club of Chicago and the Chicago Association of Commerce and Industry.

Donald Erickson, chairman of the board of directors of Arthur Andersen & Co., is chairman of the 1970 conference. Robert P. Gwinn, president of Sunbeam Corporation, is program chairman.

The conference theme is "The 70's—America's Changing Role in World Trade."

Among subjects to be discussed during general sessions and simultaneous workshops are international marketing of consumer products, international marketing of industrial products, doing business in developing countries, the Common Market, newcomers in world trade, financial considerations of overseas operations, nationalization and expropriation and the challenge of non-tariff barriers to world trade.

Additionally, world market roundups will be conducted covering trade and investment opportunities in specific countries.

SOME OF 1,457 FOREIGN BUSINESS VISITORS who were given special services and courtesies at the V.I.P. Lounge at the '69 National Hardware Show are shown with V.I.P. Committeemen Howard G. Sloane, chairman of the New York Regional Export Expansion Council unit, who is second right in right photo; Ernest A. Marx is at left in left photo. Mr. Sloane is also managing director of the York Coliseum, scene of the show. V.I.P. results are reported to top $32 million.

'Visit, Investigate, Purchase' VIPs have $32 million impact in N.Y.

REEC unit's program to assist foreign buyers at hardware show doubles best total in four-year series; Commerce office helped

A V.I.P. group that came to New York last year has had a $32.3 million impact on the nation's balance-of-payments status, according to survey results just made public.

The V.I.P. group—for "Visit, Investigate, Purchase"—was a contingent of 1,457 foreign businessmen from 81 countries who visited the National Hardware Show at the Coliseum Sept. 29 to Oct. 2. They investigated business prospects with more than 800 U.S. firms, and their purchases added up to $3.43 million at the show, with $28.2 million more expected in the next year. Another $728,500 added to the U.S. national account came from travel expenditures by the visitors.

The V.I.P. promotion was the latest in a four-year series sponsored by Regional Export Expansion Council of New York. It doubled the results of the 1968 effort by this group of businessmen, who operate on the basis of voluntary participation and without any budgeted government funds, although with administrative support by the U.S. Commerce Department's New York Field Office under director Arthur C. Rutzen.

There were further results at the show as 39 new foreign sales agencies or distributorships were agreed upon and negotiations were opened between U.S. firms and 443 other prospects. Again, this was a virtual doubling of 1968 results. The figures came out of a mail survey of exhibitors undertaken by the Commerce Field Office. Of 779 firms sent questionnaires, 448 (57%) responded. Survey results were adjusted to reflect the others.

With planning begun a year in advance of the commercial exhibition selected for this special export promotion, the REEC's V.I.P. Committee undertook extensive promotional and publicity efforts among foreign business communities.

The message was carried literally around the world through the cooperation of the U.S. travel industry, U.S. international airlines and ocean carriers, and American banks with overseas operations. International press representatives in New York, the U.S. Information Agency, and overseas news media were another vehicle for spreading the "visit-investigate-purchase" theme to companies abroad. Other assistance came from U.S. Foreign Service and Travel Service posts abroad. This campaign supplemented broad worldwide promotion by the experienced Hardware Show organization.

"V.I.P." visitors are given special courtesies by the REEC and the exhibition sponsors, including travel facilitation. Then, registered at the show in a special category, the international business-visitors have access to a special V.I.P. Lounge, language interpretation services, special business counseling and other assistance to enhance exhibitor contacts.

U.S. exhibitors in the show likewise are made aware of the international marketing possibilities brought close at hand by the V.I.P. program. Besides generally promoting contacts by the American manufacturing exhibitors with the international visitors as potential customers, the V.I.P. Committee conducted a special export seminar for U.S. exhibitors, aimed primarily at helping uncover international trade impediments encountered by existing exporters.

Howard G. Sloane, managing director of the New York Coliseum, is chairman of the V.I.P. effort.

XUM

Latest Kennedy Round tariff cuts bring 26 nations to 60% stage

Most participating countries took third 20% step on Jan. 1; Canada and four others have already made virtually all cuts

Import duties were lowered by the United States and 25 other nations on Jan. 1 of this year. The countries were participants in the Kennedy Round of tariff negotiations that ended June 30, 1967, and the duty reductions represented the third of five 20% tariff cuts that they agreed in those negotiations to implement.

Most of the countries that made commitments in the Kennedy Round negotiations to lower tariffs have now implemented at least 60% of those reductions. In most cases, for example, a duty that was scheduled for reduction from 10% to 5% in the Kennedy Round is currently at a level of 7%, and will fall to 6% on Jan. 1, 1971 and the final level of 5% on Jan. 1, 1972.

As noted in the story beginning on the following page, the United States is delaying duty reductions on several chemicals scheduled for Jan. 1 because this country has not yet eliminated the American Selling Price system.

The Kennedy Round, the name given to the agreement that is lowering tariff barriers to an estimated $40 billion of free-world trade, was the Sixth Round of Tariff Negotiations conducted under the auspices of the General Agreement on Tariffs and Trade (GATT). The nations that made concessions in the Kennedy Round agreed to reduce tariffs on thousands of non-agricultural products by an average of 35%, with duties on many items being slashed by 50% and more.

The countries that, with their reductions on New Year's Day, have now implemented three-fifths of their total agreed reductions are Australia, Austria, Chile, Czechoslovakia, Denmark, the European Economic Community (Belgium, France, Germany, Italy, Luxembourg, and the Netherlands), Finland, India, Israel, Japan, Korea, New Zealand, Norway, Peru, Portugal, South Africa, Spain, Sweden, Turkey, the United Kingdom and the United States.

Canada, the Dominican Republic, Iceland, Ireland and Trinidad have already fully implemented virtually all of the concessions they made in the Kennedy Round.

Switzerland has effected the first two 20% duty reductions. Instead of making the third 20% reduction on Jan. 1 of 1970, however, Switzerland is expected to fully implement its final concession rates during the first quarter of this year, almost two years ahead of schedule.

Jamaica has not yet implemented any of its reductions, but is expected to do so this year.

Argentina, Brazil and Malawi made concessions in the Kennedy Round that consisted solely of "bindings"—promises not to raise their tariffs in the future above specified levels. These concessions require no staging and are currently in effect.

The latest stage of tariff cuts marks the first time that most participating countries have put one of their five 20% reductions into effect at the same time. The United States and ten other countries effected the first one-fifth of their scheduled reductions on Jan. 1, 1968 and the second one-fifth on Jan. 1, 1969. Eighteen other nations fulfilled both of the first two stages of their agreed reductions on July 1, 1968.

For most of the participating countries, two stages of reductions remain to be implemented. They are scheduled for Jan. 1, 1971 and Jan. 1, 1972.

Following is a brief summary of concessions made in the Kennedy Round by some of the leading trading nations that participated.

Australia did not conclude a bilateral agreement with the United States, but U.S. exports to that country benefit from the tariff concessions negotiated with Australia by other participants in the Kennedy Round. Those concessions, however, were somewhat limited in scope and affected few items of significant interest to U.S. exporters.

Austria made broad concessions that cover most of the major industrial product categories in the Austrian tariff schedule. Many Austrian duties fell another 10% on Jan. 1 of this year and will be lower by a total of 50% after all the reductions have been made.

Canada, as reported in the June 16, 1969 issue of INTERNATIONAL COMMERCE, fully implemented (with the lone exception of shoeboard) its agreed Kennedy Round concessions on June 4, 1969. Canada's largest reductions were concentrated in the categories of machinery and secondary manufactures, products which make up the bulk of Canada's imports from the United States.

Denmark made substantial duty reductions that are lowering the cost of importing most goods. Items comprising about 92% of the total value of imports by Denmark from the United States (1964 figures) are benefiting from tariff reductions or bindings.

The **European Economic Community** countries—Belgium, France, Germany, Italy, Luxembourg, and the Netherlands—negotiated in the Kennedy Round as a unit, granting concessions on products that constituted about 87% of dutiable imports, in value, from the United States in 1964. Reductions of 50% or more apply to about 43% of those imports.

Finland made relatively widespread concessions that are affecting around 87% of its imports, in 1964 value, from the United States. The bulk are in the form of tariff reductions, with the average cut 42.5%.

Ireland participated in the Kennedy Round with a view to acceding to the GATT. Upon that accession, effective Dec. 22, 1967, Ireland started to implement its concessions on Jan. 1, 1968. All of its reductions have already been implemented in full.

Japan made a number of concessions that are having a significant impact on U.S. exports. Reductions averaging 35% are being made on products that in 1964 comprised about 64% of Japan's dutiable imports from the United States. A few reductions have already been fully implemented.

Details are available

More complete information regarding the Kennedy Round and its implications for U.S. trade is contained in the July 31, 1967, Nov. 20, 1967, Jan. 22, 1968, July 1, 1968, Jan. 13, 1969 and July 7, 1969 issues of *International Commerce*.

Information on the effect of Kennedy Round negotiations on individual products may be obtained through any U.S. Department of Commerce Field Office or by writing to the Office of International Regional Economics, BIC-880, Bureau of International Commerce, Washington, D.C. 20230.

New Zealand made some tariff reductions of up to 50% in the Kennedy Round and also bound the duty-free status of many goods. This means that the country's most recent cuts included 10% reductions on some items that brought duties to a level 30% lower than the pre-Kennedy Round tariffs.

Norway made concessions on items comprising about four-fifths of the 1964 value of dutiable imports from the United States, most in the form of reductions of at least 50%. Products imported primarily from the United States are subject to the most favorable concessions.

Portugal's concessions, although applicable to relatively few products, were primarily in the form of reductions of at least 50%. About one-third of these reductions were fully implemented on Jan. 1, 1968 (see INTERNATIONAL COMMERCE of Apr. 1, 1968).

South Africa's concessions were rather limited in number, but several of them amounted to 50% or more and have been of special interest to U.S. exporters.

Spain's concessions were, in effect, primarily in the form of bindings; duty reductions are being applied to relatively few items.

Sweden is cutting already moderate duties by 50% or more in the Kennedy Round. Concessions were granted on 90% of the 1964 value of dutiable imports from the United States, with the average reduction at 34%.

The **United Kingdom** is cutting tariffs substantially on most industrial products and many agricultural products of interest to U.S. exporters. The concessions apply to items that comprised about 72% of the value of imports from the United States in 1964.

New Zealand studies tariff increases on three items; U.S. firms can air views

The Tariff and Development Board of New Zealand has announced that it will hold public inquiries on the level of protection which should be afforded certain products.

The tariff numbers, product descriptions, and dates of the inquiries are as follows: 85.23, insulated electric wire, cable, bars, strip, and the like, Feb. 24; 90.10, photocopying apparatus (contact-type), Feb. 12; 38.16, prepared culture media and related items, Mar. 3.

U.S. suppliers wishing to submit evidence opposing increased tariff protection or quantitative controls for these items should refer to the Feb. 10, 1969 issue of INTERNATIONAL COMMERCE for information on the procedures to be followed.

DECEMBER TRADE ACTIONS

President delays some chemical duty cuts; U.S. tariff unit makes first finding of 'threat of injury'

Action forced by failure to remove ASP system—other Kennedy cuts unaffected; Tariff Commission acts under 1962 Trade Law

Compiled by the Trade and Commercial Policy Division, BIC

December administrative actions affecting U.S. foreign trade were highlighted by Presidential proclamations interrupting the duty reductions on certain chemicals negotiated in the Kennedy Round, extending for three years that part of the escape clause relating to non-Oriental Wilton and velvet carpets, and extending for 90 days the escape clause rates on windowglass. The Tariff Commission also made several findings during the month, including its first affirmative finding of a "threat of injury" to a domestic industry through tariff concessions negotiated pursuant to the Trade Expansion Act of 1962.

The President: Proclamation on Chemical Tariffs. On Dec. 24, the President signed a proclamation interrupting the duty reductions on certain chemicals negotiated in the Kennedy Round. The proclamation is necessary at this time because the United States has not yet implemented the Agreement Relating Principally to Chemicals, Supplementary to the 1967 Geneva Protocol to the General Agreement on Tariffs and Trade (the so-called ASP Agreement). The proclamation (No. 3950) preserves the status quo in certain chemical tariffs pending passage by the Congress of legislation to eliminate the American Selling Price (ASP) system of valuation which would enable the United States to implement the ASP Agreement. The President requested elimination of ASP in his trade message of Nov. 18.

The ASP Agreement provides that, if it were not implemented prior to Jan. 1, 1970, the United States would delay reducing its tariff levels on a prescribed group of chemicals, since other countries would also be able to delay tariff reductions on items covered by the Agreement. The proclamation takes notice of the non-implementation and provides for postponing the reductions of these tariffs until the implementation of the ASP Agreement. This delay on specific chemical duties does not affect the widespread general tariff reductions negotiated in the Kennedy Round, which will continue as scheduled.

Also in December, all signatories of the ASP Agreement agreed to extend it for one year (to Jan. 1, 1971) to provide additional time for the United States to obtain Congressional approval of ASP elimination.

Tariff Commission: Pianos and Parts. On Dec. 23 the Tariff Commission, by a 3-2 vote, reported to the President its finding that pianos are, as a result in major part of trade agreement concessions, being imported into the United States in such increased quantities as to threaten to cause serious injury to the domestic industry. This is the first affirmative finding by the Commission of "threat of injury" to an industry under the Trade Expansion Act of 1962. (In November the Commission had issued its first affirmative determinations in worker cases under the Act). The report follows an investigation made in response to a petition for increased import restrictions filed by the National Piano Manufacturers Association. Two Commissioners found that a duty rate of 13.5% ad valorem is necessary to prevent serious injury; one Commissioner found that such rate should be 20%. As of Jan. 1, 1970 pianos are dutiable at 11.5%, the third stage of a Kennedy Round reduction. That rate is scheduled for two further reductions to the final rate of 8.5% which will be reached on Jan. 1, 1972.

The Commission further found, by a vote of 4-1, that parts of pianos are not, as a result in major part of trade agreement concessions, being imported into the United States in such increased quantities as to cause, or threaten to cause,

serious injury to the domestic industry producing like or directly competitive products.

Copies of the public report may be obtained from the Secretary, U.S. Tariff Commission, 8th and E Sts., NW., Washington, D.C. 20436.

The President: Proclamation on Carpet and Rug Tariffs. President Nixon issued a proclamation on Dec. 31 extending to Dec. 31, 1972 the 40% ad valorem escape clause rate of duty on non-oriental type Wilton and velvet floor coverings. The escape clause rate of duty on imports of imitation oriental floor coverings was not extended and such imports are now dutiable at the trade agreement rate of 21% ad valorem. The escape clause action on all Wilton and velvet rugs and carpets, originally taken in 1962 and extended in 1967, had been scheduled to expire on Dec. 31, 1969. The Proclamation stated that the partial extension "is necessary to prevent serious injury and is in the national interest."

The President: Proclamation on Glass. The President has signed a proclamation extending the higher duties which have been in effect on imports of flat glass. Early in December he received the advice of the Tariff Commission as to the probable economic effect of liberalizing or terminating these increased rates of duty. On the basis of this advice it has been determined to be in the national interest that these higher duties be continued in effect for an additional ninety days.

By the end of the ninety-day period the President will have had the opportunity to consider further the Tariff Commission report together with another report due shortly from the Tariff Commission covering a new escape-clause investigation of a wider spectrum of glass industry products, initiated at the request of the industry last summer. For further details, see paragraph below on Tariff Commission escape clause investigation.

The President: Annual Report on Trade Agreements Program. On Dec. 16 the President transmitted to Congress the 13th Annual Report on the Trade Agreements Program, as required by the Trade Expansion Act of 1962. The report, which covers the year 1968, summarizes the trends of international and U.S. trade, developments in trade policy and the trade activities of international organizations.

The President: Wildlife Preservation Act. On Dec. 5 President Nixon signed into law H.R. 11363 (PL 91-135). The Act makes it illegal to import certain wildlife faced with extinction; helps the States to conserve endangered alligators and other species of animal life; provides additional authority and funds to acquire land for the protection of such endangered species; and calls for an international meeting to develop binding wildlife protection conventions.

The Congress—On Dec. 23, prior to adjourning, the Congress passed the Export Administration Act after House and Senate conferees met for a second time to work out disagreements which remained following rejection of the first conference report on the bill. [A separate article about the Act appears on page 2 of this issue.]

Earlier in the month, a Senate amendment to the Tax Reform Bill (H.R. 13270), giving the President broad discretionary authority to limit imports, was passed by the Senate 65-30 but was deleted by the Conference Committee which reconciled the differences between the House and Senate versions of the bill. The amendment, introduced by Sen. Norris Cotton of New Hampshire and cosponsored by Senators Thomas J. McIntyre (N.H.), Ernest F. Hollings (S.C.), Strom Thurmond (S.C.), and Peter H. Dominick (Colo.), would have authorized the President to impose quotas or other restrictions on imports causing market disruption or injury to domestic industry if such imports were from foreign countries maintaining import restrictions on articles produced in the United States. The President would have been authorized to terminate these restrictions upon determination that the foreign restrictions no longer existed.

Two ready for signature

Two bills were cleared for signature by the President. One, the Foreign Aid Bill (H.R. 14580), contains a provision which will establish the Overseas Private Investment Corp., a government agency under the policy guidance of the Secretary of State to increase the participation of private firms in furthering the economic development of less-developed countries. The other, S.J.Res. 90, would enable the United States to organize and hold a diplomatic conference in the United States in 1970 to negotiate a patent cooperation treaty.

Other floor actions during the month included passage by the House of H.R. 14956, a bill to extend the duty-free treatment of certain dyeing and tanning extracts. The Senate passed S. 2624, a bill to streamline Customs Court procedures. Each of these bills has been referred to the other House for action.

During the first session of the 91st Congress, a total of approximately 570 bills were submitted touching upon matters of international trade, of which some 360 propose import quota controls on individual products or on a broad general basis.

Only 15 trade-related bills were introduced in Congress during the month of December. All 15 were House bills and 12 were similar to bills previously submitted to establish broad "orderly marketing" guidelines for imports or quotas for specified products.

The other three bills were: H.R. 15384, introduced by Rep. James H. Scheuer (N.Y.), to amend the Tariff Schedules of the United States to increase from $100 to $300 the amount of goods which may be entered exempt of duty by U.S. residents returning from South and Central America, the Caribbean and certain other areas; H.R. 15052, introduced by Rep. Robert L. F. Sikes (Fla.), to suspend for three years the duty on certain raw silk and yarns of silk wholly of noncontinuous silk fibers; and H.R. 15071, introduced by Rep. Wilbur D. Mills (Ark.), to continue for two years the duty-free status of gifts not over $50 in value from members of the Armed Forces serving in combat zones. The latter bill was passed by both Houses and sent to the President for signature.

The final deliberations of Congress prior to adjournment included several Committee actions. The House Committee on Agriculture favorably reported with amendments H.R. 11832, a bill to provide for the establishment of an international quarantine station and to permit the entry of animals from any other country after quarantine to be used to improve livestock breeds.

The House Committee on Government Operations issued a Committee report entitled *Customs Control Over Petroleum Imports*. The report (H. Rept. 91-731) concerns actions that have been taken since 1964 to improve customs control over petroleum imports to assure against revenue losses and imports in excess of quotas.

Also during the month, the House Small Business Sub-Committee of the Banking and Currency Committee announced that it will hold hearings on shoe imports on Jan. 19.

Tariff Commission: Tariff Schedules, 1970. An up-to-date volume containing the legal text of the Tariff Schedules of the United States and annotations prescribing statistical information to be supplied on customs forms has been issued by the Tariff Commission. Entitled Tariff Schedules of the United States Annotated (1970), the volume contains the changes resulting from the Kennedy Round and

all other amendments and modifications made between Aug. 31, 1963 and Dec. 1, 1969. The publication is on sale by the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402 at a subscription price of $8, inclusive of supplements.

Tariff Commission: Nonrubber Footwear. On Dec. 31 the Tariff Commission released a report of the results of an investigation pertaining to nonrubber footwear. The report supplements an earlier report on nonrubber footwear issued by the Commission in January 1969 and provides recent statistical data and additional information regarding the competitive relationships between imported and domestically-produced nonrubber footwear and the effect of these imports on U.S. producers. Copies of the report are available from the Secretary, U.S. Tariff Commission, 8th and E Sts., N.W., Washington, D.C. 20436.

Tariff Commission: Aminoacetic Acid. The public hearing scheduled to begin on Jan. 6 in connection with the investigation of dumped imports of aminoacetic acid from France has been rescheduled to begin on Jan. 13. The case was referred to the Commission by the Treasury Department for a determination as to whether the domestic industry is being or is likely to be injured by reason of imports at less than fair value.

Tariff Commission: Barbers' Chairs. On Dec. 31 the Tariff Commission instituted joint investigations (TEA-I-16 and TEA-F-9) to determine whether barbers' chairs are, as a result in major part of trade agreements concessions, being imported in such increased quantities as to cause or threaten to cause serious injury to the petitioning firm Emil J. Paidar Co. of Chicago or to the domestic industry producing like or directly competitive products.

A public hearing will be held on Feb. 3. Interested persons desiring to testify should notify the Office of the Secretary, U.S. Tariff Commission, by Jan. 30. Petitions filed in these cases may be inspected at the Office of the Secretary, U.S. Tariff Commission, 8th and E Sts., NW., Washington, D.C. or at the New York office of the Tariff Commission located in Room 437 of the Customhouse.

Tariff Commission: Escape-Clause Investigations—Glass. Tariff Commission findings were sent to the President in December on two related investigations on imports of glass.

On Dec. 4, the Tariff Commission reported on the probable economic effect of termination of the escape clause rates of duty on window glass. These rates, originally imposed in 1962 and modified in 1967, were scheduled to expire on Dec. 31 (pursuant to Proclamation No. 3951, these rates have been extended by the President for 90 days). In the report, two Commissioners stated that termination would lead to serious impairment of the economic condition of the domestic industry; one stated that under present conditions the duty reduction would have slight effect but that, under conditions of decreased demand for window glass, such a reduction could intensify competition and cause hardships to certain producers; the other three Commissioners stated that duty reductions and an increase in price differentials between domestic and imported window glass would be significant to the sheet glass industry.

On Dec. 29, the Commission reported the results of its investigation of a petition for an increase in import restrictions on flat glass (sheet, plate, float, and rolled) and tempered glass. The petition was filed by the principal domestic producers of such glass. With respect to sheet glass, the Commission was divided into two equal groups. Three Commissioners found (1) that such glass is, as a result in major part of trade-agreement concessions, being imported into the United States in such increased quantities as to cause serious injury to the domestic industry producing like or directly competitive articles; and (2) that increases in the rates of duty to the statutory rates are necessary to remedy the injury. Three other Commissioners found no injury or threat of injury. Under the law, the President may consider the findings of either group as the findings of the Commission.

With respect to plate glass, float glass, rolled glass, and tempered glass, the Commission found (two Commissioners dissenting) that such products are not, as a result in major part of trade-agreement concessions, being imported into the United States in such increased quantities as to cause or threaten serious injury to the domestic industry or industries producing like or directly competitive articles.

Copies of these reports are available from the Secretary, U.S. Tariff Commission, 8th and E Streets, NW., Washington, D.C. 20436.

Tariff Commission: Tariff Summary on Edible Preparations, Natural Resins, and Miscellaneous Articles of Vegetable Origin. The Tariff Commission recently released the 13th of 14 volumes to be published on animal and vegetable products covered by Schedule 1 of the Tariff Schedules of the United States. The summary includes tariff descriptions, methods of production, world supplies, and analyses of consumption, production, trade, competition and the economic status of industries producing natural resins, miscellaneous edible preparations and articles of vegetable origin.

The volumes are available for consultation in the 42 field offices of the Department of Commerce and at selected public and university libraries in larger cities.

Treasury Department: Dumping (Potassium Chloride; Aminoacetic Acid; Transformers; Resistors; Tapered Roller Bearings). On Dec. 18 the Treasury Department announced its finding that potassium chloride (muriate of potash) from Canada, France and West Germany is being dumped in the United States. Dumping duties will be assessed on all potassium chloride imported from those countries at dumped prices on or after June 18, 1968. The announcement followed an earlier Treasury finding of sales at less than fair value (INTERNATIONAL COMMERCE, Sept. 15) and a subsequent determination of injury to the domestic industry by the Tariff Commission (INTERNATIONAL COMMERCE, Dec. 15).

The Treasury Department announced its final determination on Dec. 3 that aminoacetic acid (glycine) from Japan is not being sold, nor is likely to be sold, in the United States at less than fair value within the meaning of the Antidumping Act of 1921. No views were submitted on the earlier tentative determination of no less-than-fair-value sales. From Oct. 1, 1967 through Oct. 31, 1968, aminoacetic acid valued at approximately $119,800 was imported from Japan. An affirmative finding of dumping of glycine from France was announced in November (INTERNATIONAL COMMERCE, Dec. 15).

The Treasury also made tentative determinations that transformers used in consumer electronic products and fixed resistors of carbon composition from Japan are not being, and are not likely to be, sold at less than fair value. Imports of resistors from Japan were valued at about $3 million from May 1, 1967 through Sept. 30, 1969. Imports of transformers from Japan amounted to about $4.2 million from Jan. 1, 1968 through July 31, 1969.

The Bureau of Customs has initiated an inquiry into the complaint that tapered roller bearings manufactured by Koyo Seiko Co. in Tokyo are being, or are likely to be, sold in the United States at less than fair value within the meaning of the Antidumping Act. Timken Roller Bearing Co., Canton, Ohio supplied the information which was the basis for starting the inquiry. Imports of such bearings manufactured by Koyo Seiko Co. amounted to almost $2 million in the period January-May 1969.

Office of Foreign Assets Control: Trade

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With Communist China. The Office of Foreign Assets Control has amended its regulations to ease the embargo on trade with Communist China which was first imposed in 1950. (See story on page 3 of this issue.)

Department of Agriculture: Import Regulations—(Potatoes, Onions)—The Department of Agriculture has revised the minimum quality requirements for long varieties of potatoes imported in the period Dec. 3 through June 30. Copies of the amended regulations are available from the Fruit and Vegetable Division, Consumer and Marketing Service, USDA, Washington, D.C. 20250.

The Department has also proposed revised grades and sizes for imported onions to become effective Mar. 15. Written comments on the proposals, published in the Dec. 30 *Federal Register*, may be submitted until Feb. 1 to the Hearing Clerk, Room 112-A, U.S. Department of Agriculture, Washington, D.C. 20250.

Department of Agriculture: Sugar Quotas—Pursuant to Sugar Regulation 811, the Secretary of Agriculture has determined that 10.8 million short tons, raw value, of sugar are needed to meet the requirements of consumers in the continental United States during 1970. Imports of foreign sugar are to be limited in the first quarter to 800,000 short tons, raw value. The quantity of 1970 quota sugar which entered under bond in 1969 for refining and storage is estimated at 40,000 tons.

Quota allocations during the first quarter will be based primarily on average imports from foreign countries in the first quarters of the years 1967 to 1969.

Details may be found in the *Federal Register* of Dec. 19, 1969, No. 243, p. 19901.

International Coffee Organization: Coffee Quota. The executive board of the International Coffee Organization has released an additional 1.265 million bags of coffee onto world markets as a result of the continued rise in prices. The releases were made on December 12 and 16 under the selectivity system after prices had remained above the ceiling prices fixed by the coffee council.

This is the third quota increase since the coffee year began in October. To date, about three million bags have been added to the original quotas.

GATT: European Community Citrus Preferences. The European Community has withdrawn its request in the GATT for permission to grant tariff preferences on imports of fresh citrus fruit from Spain and Israel. This action, coming on the eve of December 16 GATT meeting to consider the preferences, was in response to widespread international opposition. The United States had threatened to impose retaliatory trade measures to adjust for the damage to its citrus exports if the discriminatory arrangements were continued. The termination of these preferences will restore the trading situation for Spain and Israel which existed prior to Sept. 1, 1969, when the measures came into effect.

GATT—Article 28 Negotiations: The Council of the General Agreement on Tariffs and Trade has extended from Jan. 1 to June 30 the period during which Contracting Parties shall negotiate modifications of certain tariff rates under Article 28 of the GATT. On September 30 the United States notified the GATT that it was reserving its rights under the article to modify or withdraw tariff concessions on stainless steel flatware, pet food and light aircraft. (See INTERNATIONAL COMMERCE, Oct. 13).

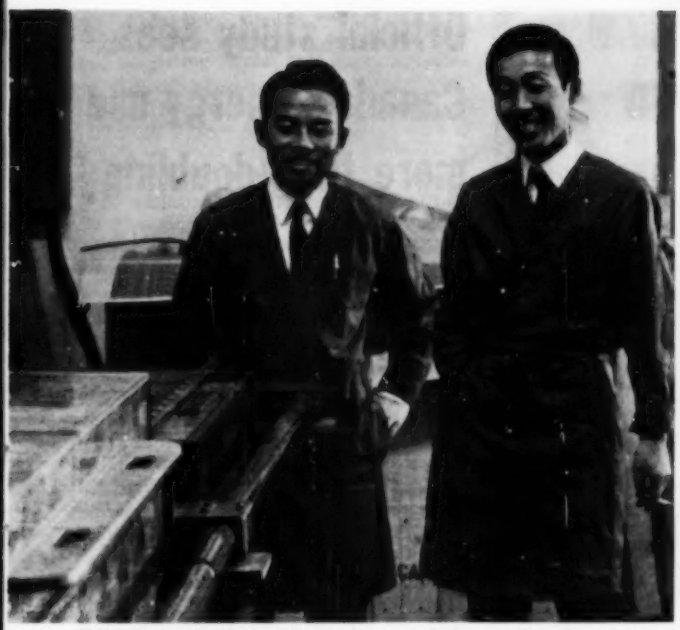
Arizona manufacturer receives Presidential 'E' for increasing exports of etching, milling items

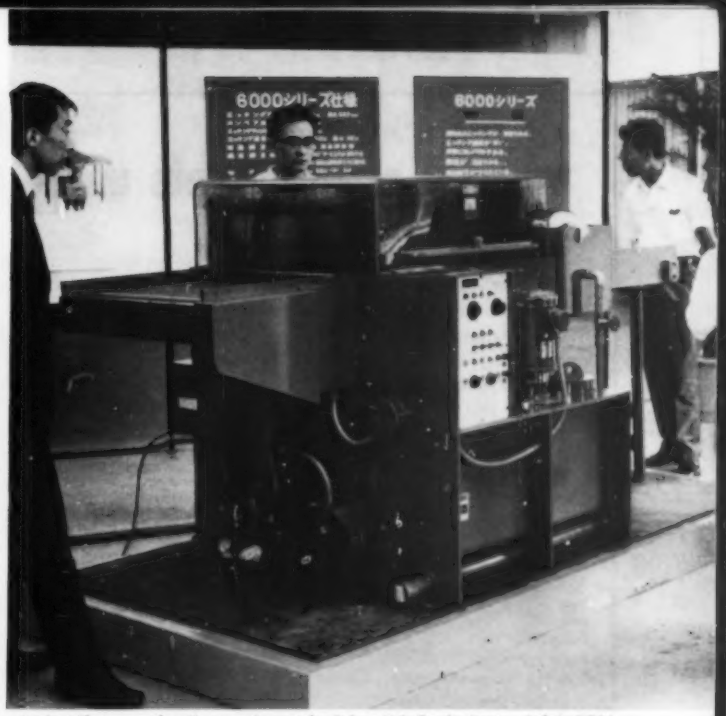
DEA Products, Inc., entered Japanese market through 'between show' exhibit; produced largest etcher ever made

An Arizona manufacturer of chemical milling and etching machinery has received the Presidential "E" award for success in exporting. DEA Products Inc., Tempe, Ariz., which entered exporting four years ago, became the third Arizona company to receive the award.

The firm increased its assets by 5,200% and its sales by 2,250%, mainly through export sales, since the first year it opened —1963. Today, DEA Products is the second largest manufacturer of chemical milling and etching machinery in the world. Its products range in size from a bread-box

FLAG RAISING CEREMONIES at the DEA factory in Tempe are attended by (facing camera, l.-r.) James M. Leinenkugel, Chairman, Arizona Regional Export Expansion Council; Samuel L. Everett, President, DEA Products; Filmore C. Stanton, Acting Director, Phoenix Field Office; and Arizona Governor Jack Williams.





ETCHING MACHINES by DEA Products are finding good markets in Japan and the Far East. Above right is the Model 6000 etcher which DEA exhibited in its first "between show" promotion at the Tokyo U.S. Trade Center. Left is DEA's and the world's largest etcher, built for the Toshiba Co., and its two buyers.

laboratory model to the largest etching machine ever made.

The firm opened with three workers and 900 square feet of manufacturing and office space; now their space has more than doubled and there are 55 employees. DEA is one of 14 manufacturers of this equipment in the world.

In August 1965, DEA decided to augment domestic income through exporting. Their first step was into Europe where distribution was established in cooperation with the company's U.S. distributor.

However, DEA faced competition from German and Italian manufacturers and the exports of its largest American competitor. By eliminating unnecessary apparatus on their models, DEA was able to compete profitably; they also began to manufacture on speculation rather than on order, enabling them to beat competitors' delivery dates.

Mailed individual letters

DEA next investigated Far Eastern markets. The company obtained electronics manufacturers' guides and prepared and mailed 120 letters to individual firms announcing its pending entry into Far East markets. Japan was chosen as the target country.

DEA conducted studies of Japan, its language and customs, ordered a market survey and began to investigate possible Japanese distributors.

DEA finally signed a concern which employed three persons familiar with the etching and chemical milling machinery industry, plus a translator. This firm now represents them in South Korea, Taiwan and Hong Kong, as well as Japan.

Far East market

To introduce its products into Japan, DEA staged a "between show" exhibit at the U.S. Trade Center in Tokyo. A Model 6000 spray etching machine was displayed which had been airfreighted to Japan. More than 500 interested trade representatives attended the show and six machines valued at $40,000 were sold off the floor, estimates for the next 12-25 months were placed at $170,000. Since its first show, DEA has participated in six regular Trade Center exhibitions and been part of several trade missions.

Etching and chemical milling machines are generally high-maintenance devices due to the corrosive acids used. Distributors are required to stock adequate supplies of replacement and spare parts, and most will offer overnight service anywhere in the world from the factory or distributor.

In 1968, DEA Products received an order for the largest etcher in the world. A 68-foot fully automatic cascade etching system with heavy capabilities was designed, manufactured and delivered to the Toshiba Co., a Japanese manufacturer of electronic equipment.

Since 1965, additional distributors have been established in the United Kingdom, Germany, France, Italy, Switzerland, Scandinavia, USSR, Yugoslavia, Czechoslovakia, Australia and New Zealand. Plans are developing for coverage of India, Israel, Thailand and other nations where markets for DEA products exist. DEA officials have also announced they are seeking to increase exports in 1970 by another 10%.

Additional 1970 plans include a Far East sales trip by company executives with plans for other trips underway. They will also participate in a Far East trade mission later in the year. And DEA was the only American company invited to participate in the U.S.S.R.'s Electron Mash '70 in Moscow. The exhibition concentrates on electronic machinery and related items.

South Africa will study desirability of television

The South African Minister of Posts and Telegraphs recently announced that the Government has appointed a 12-man commission to consider the desirability of introducing television into that country. The commission is to examine and report on the desirability of a South African television system and, should the findings be favorable, the type of system that should be introduced.

South African electronics experts have indicated that television service could be available in South Africa in two to five years after a decision by the Government to go ahead with its introduction.

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SDR program gets under way

The International Monetary Fund has made an initial allocation of special drawing rights (SDRs) equivalent to $3.414 billion, effective Jan. 1, to 104 participant nations in the Fund's Special Drawing Account.

The allocation will cover the first year of the initial three-year SDR program, and will be followed by annual allocations of approximatey $3 billion each on Jan. 1, 1971 and Jan. 1, 1972. Allocations are based on a percentge of the IMF quotas of participant nations on the day before the allocation is made.

A list of the SDR participants, together with the equivalent in dollars of their original allocations, follows:

Participant	SDR	Participant	SDR
Afghanistan	4,872,000	Kenya	5,376,000
Algeria	12,600,000	Korea (South)	8,400,000
Argentina	58,800,000	Laos	1,680,000
Australia	84,000,000	Lesotho	504,000
Austria	29,400,000	Liberia	3,360,000
Belgium	70,896,000	Luxembourg	3,192,000
Bolivia	4,872,000	Malagasy Republic	3,192,000
Botswana	504,000	Malawi	1,890,000
Brazil	58,800,000	Malaysia	21,000,000
Burma	8,064,000	Mali	2,856,000
Burundi	2,520,000	Malta	1,680,000
Cambodia	3,192,000	Mauritania	1,680,000
Cameroon	3,057,600	Mauritius	2,688,000
Canada	124,320,000	Mexico	45,360,000
Cent. African Rep.	1,596,000	Morocco	15,120,000
Ceylon	13,104,000	Netherlands	87,360,000
Chad	1,680,000	New Zealand	26,376,000
Chile	21,000,000	Nicaragua	3,192,000
Colombia	21,000,000		
Congo (Brazzaville)	1,680,000	Niger	1,680,000
		Nigeria	16,800,000
Congo (Kinshasa)	15,120,000	Norway	25,200,000
Costa Rica	4,200,000	Pakistan	31,584,000
Cyprus	3,360,000	Panama	4,704,000
Dahomey	1,680,000	Paraguay	2,520,000
Denmark	27,384,000	Peru	14,280,000
Dominican Republic	5,376,000	Philippines	18,480,000
Ecuador	4,200,000	Rwanda	2,520,000
El Salvador	4,200,000	Senegal	4,200,000
Equatorial Guinea	1,008,000		
Finland	21,000,000	Sierra Leone	2,520,000
		Somalia	2,520,000
France	165,480,000	South Africa	33,600,000
Gabon	1,596,000	Southern Yemen	3,696,000
Gambia	840,000	Spain	42,000,000
Germany	201,600,000	Sudan	9,576,000
Ghana	11,592,000	Swaziland	1,008,000
Greece	16,800,000	Sweden	37,800,000
Guatemala	4,200,000	Syrian Arab Republic	6,384,000
Guinea	3,192,000	Tanzania	5,376,000
Guyana	2,520,000		
Haiti	2,520,000	Togo	1,890,000
		Trinidad and Tobago	7,392,000
Honduras	3,192,000	Tunisia	5,880,000
Iceland	2,520,000	Turkey	18,144,000
India	126,000,000	Uganda	5,376,000
Indonesia	34,776,000	United Arab Republic	25,200,000
Iran	21,000,000	United Kingdom	409,920,000
Ireland	13,440,000	United States	866,880,000
Israel	15,120,000	Upper Volta	1,680,000
Italy	105,000,000	Uruguay	9,240,000
Ivory Coast	3,192,000		
Jamaica	6,384,000	Venezuela	42,000,000
		Viet-Nam (South)	6,552,000
Japan	121,800,000	Yugoslavia	25,200,000
Jordan	2,688,000	Zambia	8,400,000

Official study sees Canada's energy use more than doubling

Report assumes a long-term U.S. shortage of domestic oil

Canada's demand for all forms of energy is expected to increase by 4% a year, reaching a level of 5,100 trillion b.t.u.'s in 1975 and 9,101 trillion b.t.u.'s by 1990. This compares with 3,600 trillion in 1966, the base year for the study, according to a 25-year energy forecast recently released by the Canadian National Energy Board.

The forecast assumes that the population of Canada will grow by 1.75% a year leading to a total population of a little more than 30 million by 1990, compared with the present population estimated at 21,180,000.

Canadian oil production might increase from the 1966 level of 1,013 thousand barrels a day (M b/d) to 4,100 M b/d if production is limited to the Western Canada Sedimentary Basin or to over 5,500 M b/d if production expands to the frontier areas of the country and there is significant additional development of the Athabasca oil sands.

North Slope estimate

In arriving at this conclusion the study assumed that the flow of oil from the Alaska North Slope would be an estimated 2.5 million barrels a day (MM b/d) and that production in the rest of the United States would peak at 11.0 to 12.0 MM b/d. The Energy Board's staff also assumed that United States imports of non-Canadian oil would continue at the 1968 level of 17.3% of the American demand.

The study—*Energy Supply and Demand in Canada and Export Demand for Canadian Energy, 1966 to 1990*—reports also that calculations indicate a long-term shortage of domestic oil in the United States Thus there would be a continuing growth in U.S. demand for Canadian oil.

The Canadian demand for electricity will probably increase at an annual rate of 6%, natural gas at a rate of 5.8% and oil at a rate of 3.4%. Although the demand for coal within the residential, commercial, industrial and transportation sectors may decrease by 0.6% a year, substantial increases in coal use for thermal generation are predicted.

The amount of coal produced will prob-

ably show more than a six-fold increase from 1966 to 1990 with sub-bituminous coal becoming increasingly important during this period primarily because of the increasing amounts of electricity that are thermally generated.

Japan buys coal

In addition, it is forecast that there will be a major increase in coal exports from Alberta and British Columbia between now and 1990, mainly to Japan. This should reach 11.4 million short tons in 1975 and 20.5 million short tons by 1990. Exports in 1968 amounted to 1,447,012 short tons, of which 1,273,222 short tons went to Japan.

By 1990, it is forecast that Canada's annual production of natural gas will be 4,500 billion cubic feet (b.c.f.) a year if production is limited to the Western Sedimentary Basin or 9,600 b.c.f. a year if production expands to other areas.

Total electricity use in Canada will reach 620,000 gigawatthours (1 gigawatthour = one million kilowatthours) by 1990 as compared with 159,000 in 1966. The generation of electricity by nuclear means will become increasingly important. Hydro generation of electricity will grow but will represent only 45% of the total electricity generated in 1990 as opposed to 82% in 1966.

Canada puts new invoice requirements on textiles

Effective from Feb. 1, exporters shipping textile products to Canada will be required to describe their products in considerable detail on the customs invoice covering such shipments.

The new instructions to exporters are contained in Canadian Customs Memorandum D46-7 of Dec. 23, 1969. Copies may be obtained from the Canadian Department of National Revenue (Customs and Excise), Ottawa, Ontario.

The following is a **partial** list of the kind of data which must be entered on Canadian Customs Invoice Forms M-A and N-A.

General—country of origin, trade term or style, fiber content, quantity.

Fibers—generic name, length and size.

Yarns—type and trade description, fiber composition, yarn size.

Fabrics—type, size, fiber composition, color, coating.

Garments — trade description, size, fibre content.

Hosiery—type and size.

Carpets—trade designation, fiber content and size.

Gloves and mitts—type, construction and materials used.

Two N.Y. freight forwarders fined

Export control unit assesses penalties for various violations

Civil penalties have been imposed on two freight forwarding firms in New York for violations of the U.S. export control regulations.

Penalties totaling $1,800 have been levied against Air Express International Corp., Wings and Wheels Express, a freight forwarding firm with headquarters at the J. F. Kennedy International Airport in New York.

The Office of Export Control in the Commerce Department's Bureau of International Commerce (BIC) charged the firm with several types of violations. It was charged that the firm in numerous instances failed to see that appropriate destination control statements were included in export documents. The primary purpose of such statements is to notify foreign importers of the U.S. restrictions on reexportation.

The firm was also charged with failing to keep complete records, and acting as forwarding agent for various exporters without duly authorized powers of attorney.

The firm admitted the charges and consented to the order. BIC said there was no compromise of national security in any of the violations. Half of the penalty has been paid and the balance temporarily suspended. Within three months, the Office of Export Control will examine the operations and procedures of the company. If they are found satisfactory, payment of the balance will be waived.

Second violator

Penalties totaling $1,000 have been imposed on Panalpina Airfreight, Inc., a freight forwarding firm of Jamaica, New York.

Panalpina was charged with several types of violations committed in 1967 and 1968. These included acting as forwarding agent for exporters without duly authorized powers of attorney; presenting Shipper's Export Declarations with improper destination control statements; failing to have appropriate destination control statements on all copies of commercial invoices and air waybills; failing to keep records of all export transactions; making false and misleading statements on export documents; exporting under general license commodities requiring a validated license; and exporting under an expired license and misrepresenting the date of expiration.

The firm admitted the charges and consented to the order. It said the violations were not willful acts of responsible officials of the firm. BIC said there was no compromise of national security in any of the violations.

Authority to impose monetary penalties was granted to the Department in 1965 to deal with export control violations that do not affect national security. Previously the Department was limited to denying the violator participation in export transactions, a sanction considered too drastic for minor violations.

India cuts export duty

On December 10, the Government of India announced a reduction of 300 rupees ($40) per metric ton in the export duty on jute carpet backing. The Indian jute industry also announced an equal reduction in the price of carpet backing. The cost to importers of the product is thus $80 less per metric ton than formerly.

U.K. balance of payments continues strong showing

The United Kingdom's balance-of-payments position continues to show a strong improvement according to the latest figures released by the British Treasury. Data for the third quarter of 1969 indicate a surplus of nearly $514 million, while the overall surplus for the first three quarters of 1969 totaled $340 million on a seasonally-adjusted basis.

The performance of the U.K. balance of payments has exceeded even the surplus target of $720 million set by the Chancellor of the Exchequer in April. For the six months since April, the start of the U.K. fiscal year, the surplus has been running at an annual rate of approximately $1,368 million.

After struggling uphill for several years to achieve a balance-of-payment surplus, the U.K. Government's devaluation of sterling in November 1967 along with various subsequent economic measures introduced to dampen domestic demand and imports and to expand British exports, appear to be working. However, some observers question whether the surplus will continue at its present rate after the present surge in world trade slackens and when the economic measures are eased or removed.

XUM

Australian America Weeks sets record; features products of 200 U.S. companies

Buyers purchased $1.5 million worth of goods in Australia and U.S.; Brisbane, Adelaide, Hobart, Melbourne, Sydney were hosts

A bit of Americana spread throughout the land of the kangaroo and turned a profit for U.S. manufacturers and an Australian department store chain in a month long autumn America Weeks promotion.

The Myers Emporium department store chain hosted five America Weeks in 14 stores located in Brisbane, Adelaide, Hobart, Melbourne and Sydney, and featured products of more than 200 U.S. companies.

Merchandise for the promotion was obtained by a team of Myers' buyers which visited the U.S. and which also secured American goods locally in Australia. Total cost of the goods, f.o.b., was nearly $1.5 million—the largest sales figure ever recorded for an America Weeks promotion in the four-year history of the program.

The autumn events are expected to create an estimated 6%-8% increase in overall buying of U.S. goods for the next year by Myers.

Products receiving emphasis at the promotions were women's and children's clothing, jewelry, furnishings, bathroom fixtures, men's wear and hosiery. An important result of the promotion, according to Myers' officials, is the knowledge that a wide market exists for medium- to upper-priced U.S. consumer goods in Australia.

Americana exhibits

To assist Myers' stores in staging the promotions in each city, the U.S. Department of Commerce's Bureau of International Commerce supplied "Americana" displays including the Gemini XII space

ROPE TWIRLING MONTIE MONTANA performs for visitors at a Myers Emporium in Melbourne, below left. Montie and his group of performing cowboys and Indians were part of the "Americana" exhibits Commerce supplied for the promotions. Standing watch on a selection of American made women's suits is a mannequin, above, attired in U.S. apparel. Part of the event, bottom right, is a product demonstration. At the Sunbeam display food samples are given away.

TRADITIONALLY AMERICAN—hot dog, coke and hungry boy! The difference is that this scene, above left, is from the America Weeks in Hobart. In addition to U.S. consumer goods, Sperry Rand's UNIVAC Division set up a data computer exhibit. Above right, a UNIVAC official is explaining the computer to children.

capsule and a space exhibit, an Abraham Lincoln exhibit, a western display, Miss Teen-Age America attended, and Montie Montana Jr. and his troupe of performing cowboys and Indians appeared.

The first of the five America Weeks opened at Myers Queensland in Brisbane where two branches hosted the events. Two Myers Emporiums in Adelaide featured the promotions next. From Myers in Hobart, Tasmania, America Weeks moved to the five Melbourne branches and closed with promotions at the four Sydney stores.

Among the individual promotion efforts employed in each city, the contest was the most repeated. Prizes included a 10-day trip to the U.S., another offered a six-week cruise, and a third store even gave a world tour to the winner.

Other means of advertising America Weeks used by Myers were extensive newspaper, radio and television coverage and personal appearances by the promotion's performers.

MAJOR HOME APPLIANCES were displayed, bottom left, including the GE, Westinghouse and Frigidaire models pictured. Miss Teen-Age America, bottom right, instructs an Australian girl in the proper application of make-up. America Weeks promotions, above, also included large selections of men's accessories.

U.S. materials handling equipment makers offered opportunity in Scandinavian market

Purchases of industrial trucks, tractors growing; Scandinavian nations imported about $12 million worth of American equipment in 1968

A need for improved materials handling techniques and automated systems is expanding the current market for U.S. materials handling equipment in the Scandinavian countries.

To help American manufacturers sell their products in this market, the U.S. Department of Commerce will sponsor an exhibition of such equipment and accessories Apr. 13-18 at the U.S. Trade Center for Scandinavia in Stockholm.

The four Scandinavian countries—Sweden, Denmark, Norway and Finland—represent an estimated $300 million market for this equipment, of which imports account for about a third of the area's requirements. Imports from the U.S. amounted to $12 million or 11% of the import total in 1968.

A recent market study by the Department's Bureau of International Commerce indicates that the demand for U.S. industrial trucks and tractors has increased. In the first six months of 1969, the value for U.S. sales of gasoline-powered industrial trucks and tractors to Norway and Finland were triple that of the comparable 1968 period, while sales to Denmark were doubled. Sales for other types of U.S. industrial trucks and tractors to Sweden from January-June 1969 were 350% higher than in the first half of 1968.

Prospects for selling other materials handling equipment are bolstered by rising land costs which necessitate multistory storage facilities and by broader interest in applying automated systems. Plans for underground delivery facilities in downtown Stockholm during the coming decade favor sales of suitable systems.

Other buying considerations rise from the gradual shift from gasoline and all types of internal combustion engines to battery-powered units, and fuel-cell units.

High interest among potential Scandinavian buyers focuses on the following products as identified by market research:

► High-stacking equipment—telescope mast trucks, counter-balance stackers, stacking cranes.

► Transport trucks—sideloaders; straddle trucks; counterbalance and industrial trucks with maximum lift and travel speed, high automaneuverability, replacement service direct from factory, good driver comfort, and low exhaust and noise levels; truck battery charger systems.

► Automated systems—storage and retrieval systems and computers; container handling systems.

► Other—collapsible containers, open-access containers, cushion pallets, cushion devices for vehicles.

The Swedish Materials Handling Society, with 900 members throughout Scandinavia, will meet in Stockholm during the exhibition and plans to visit the Trade Center show.

Previous Commerce Department shows have revealed strong overseas demand for U.S. materials handling equipment. An April 1969 exhibition of materials handling equipment at the U.S. Trade Center in Milan brought floor sales of $300,000 to 26 U.S. exhibitors, who expect additional first-year orders to total $2.9 million. A February 1966 show of equipment and components for materials handling systems in Frankfurt, Germany, produced first-year sales totalling $1.8 million. Ten of the 32 exhibitors were new to the market.

U.S. manufacturers of materials handling equipment and accessories interested in the Apr. 13-18 exhibition in Stockholm may obtain an Exhibitors Export Market Guide IMIS 69-94 and further information from the U.S. Department of Commerce (BIC-946), Washington, D.C. 20230 (202-967-5751), or from any Commerce Field Office.

Mostra Convengo coincides with Trade Center show of air treatment equipment

Mostra Convengo, the 11th international exhibition of components for heating, air conditioning, refrigeration, dust control, ventilation and plumbing equipment and supplies will be held simultaneously in Milan with the Mar. 1-8 Industrial Air Quality Treatment Equipment Show at the U.S. Trade Center.

The Italian fair will be held at the Milan fair grounds which are adjacent to the Trade Center facilities.

At least 1,800 international firms from several nations are expected to exhibit in the Italian show. For the first time major displays of ceramic tiles will be set up in the plumbing supplies exhibit area.

In connection with the show, several meetings and conventions will be staged. On Mar. 2-3, technical lectures on innovations and research will take place, and on Mar. 6-7, seminars on training of installation personnel are scheduled.

For further information write: Mostra Convengo, via Fratelli Bressan 2, Milan 20126.

Home, leisure goods fair is scheduled for Helsinki

HABITARE '70, an exhibition of home and leisure goods, will be staged Apr. 17-26 at Helsinki's Exhibition Halls.

Major product categories are: home and vacation home building, home and leisure planning, disposable-ware, house, yard and kitchen equipment, sports clothing, home welfare products, and electricity in the home.

This event is being arranged by a committee which includes the Finnish National Board of Housing, the Association of Finnish Architects, the magazine "Avotakka," the Finnish Fair Corp., and the Ornamo Industrial Art Association.

For further information on attending this event, contact the Finnish Fair Corp., Helsinki 25, Finland.

Engineering show scheduled in March at Kuala Lumpur

The Technical Association of Malaysia and Singapore will sponsor an engineering exhibition in Kuala Lumpur, Mar. 20-24. The show will promote locally made and imported products.

The organizers announced the objective of the event is to foster interest in engineering products and to familiarize the public with their uses, availability and applications.

Companies offering engineering technical services and manufacturing or supplying civil, mechanical, electrical, structural, agricultural and chemical engineering products may participate.

Write the Association, Headquarters—No. 46, Jalan 52/4, New Town Center, Petaling Jaya, Selangor, Malaysia.

Trade Center show in Tokyo predicts $5.8 million in sales

Twenty-three firms mount displays; write $135,000 in floor orders

Nearly $5.8 million in future sales is being projected by 23 American manufacturers and distributors in the Nov. 17-22 aerospace equipment and instrumentation show at the Tokyo U.S. Trade Center. The exhibition, third most successful show in the Trade Center's six year history, closed with $135,000 in confirmed orders.

Two participants were seeking representatives through the promotion; one was signed during the exhibition and three were being considered at its close. The show was visited by more than 1,800 trade visitors.

Many of the aircraft systems and equipment on display were not for immediate sale to clients, but must be designed or engineered into future aircraft; the long range effects of the U.S. show are expected to be considerably higher than show statistics indicate.

With $2 million in estimated sales, American Avitron, Inc., Port Chester, N.Y., was the show's sales leader for anticipated orders. Entering the Far Eastern market for the first time, the firm displayed control panels, indicators, electronic clocks and other aircraft equipment.

Following Avitron was Anglo American Aviation Co., North Hollywood, Calif., a U.S. export distributor which represented eight companies. A total of $1.9 million is being forecast for the coming year.

Representing five U.S. manufacturers and estimating $480,000 in sales over the next 12 months was REA International Corp., New York. The firm also reported the most confirmed orders of the exhibition with $70,000. REA showed automatic pilot systems, flight and engine monitoring devices, aircraft power supplies and navigational and communications equipment.

Two companies reported $200,000 in additional orders over the next year—Allis-Chalmers, Milwaukee, displaying fuel cells and oxygen concentrators, and Tridair Industries, Redondo Beach, Calif., with air cargo handling equipment and fasteners.

Bell & Howell, Electronic Instrumentation Group, Pasadena, Calif., displayed transducers, meters and analyzers and is projecting $130,000 in 12-month orders.

SINGLE ENGINE PIPER AIRCRAFT is under inspection by several businessmen at the recent Tokyo exhibition of aerospace equipment and instrumentation. Piper and 22 other U.S. companies participated in the show.

Other participating U.S. companies were: Ametek/U.S. Gage Division, Sellersville, Pa.; AMP Inc., Harrisburg, Pa.; Avco Lycoming Division, Stratford, Conn.; Bird Electronic Corp., Solon, Ohio; Burndy Corp., Norwalk, Conn.; Conrac Corp., West Coldwell, N.J.; EMR-Telemetry, EMR Division, Weston Instruments, Inc., Sarasota, Fla.; Granger Associates, Palo Alto, Calif.; King Tester Corp., Philadelphia, Pa.

Mark System, Inc., Cupertino, Calif.; McDonnell Donglas Corp., St. Louis; MTS, System, Minneapolis; Permacel, New Brunswick, N.J.; Piper Aircraft Corp., Lock Haven, Pa.; Research, Inc., Minneapolis; Standard Pressed Steel Co., Jenkintown, Pa.; Wyman-Gordon Co., Worcester, Mass.

SURROUNDED BY PICTURES OF ENGINES, the Avco Lycoming official and trade visitors review a shaft turbine. Pictured above is an Anglo American Aviation representative holding an aircraft part for a client.

EXHIBITION BRIEFS *WORLDWIDE*

SPOGA, Cologne, Germany, Oct. 19-21. An international trade fair of sports goods, camping equipment and garden furniture attracted 16,400 trade visitors from 49 nations, featured 783 direct exhibitors and 149 represented companies from 27 nations, and showed a general 3.5%-8% price increase over the previous year. Seventeen U.S. firms participated in the event and displayed winter and water sports equipment, training and conditioning equipment and sports shoes. No firm date has been set for the 1970 SPOGA.

SWISS EXHIBITION OF OFFICE EQUIPMENT, Zurich, Sept. 9-13. Duplicators, secretarial equipment, EDP software, and general office equipment appeared to make the best showing for American firms in the Swiss promotion which featured products of 48 U.S. companies and representatives of 13 other nations. This event is staged biennially and open only to members of the Swiss association of office equipment manufacturers and suppliers. In general, the greatest interest in the show was for all types of EDP equipment. More than 42,000 visitors attended the fair. Next show, September 1971.

34th ANNUAL INTERNATIONAL FAIR OF THESSALONIKI, Thessaloniki, Greece, Sept. 7-28. Fair officials estimate that when pending negotiations are completed, approximately $10 million in sales will have resulted from the fair. Eleven countries mounted pavilions and several other nations were represented through agents and distributors, including 91 U.S. firms. Fair attendance was recorded at more than 1.3 million. Major product categories at the fair were machine tools, textile machinery, plastics, food processing equipment and agricultural and construction equipment. Next show, September 1970.

BUSINESS EFFICIENCY EXHIBITION, London, Sept. 30-Oct. 8. BEE '69, staged at Olympia, was organized by the Business Equipment Trade Association and will alternate next year with Computer '70. Of the show's 180 exhibitors, 24 U.S. companies and representatives participated. Among the products shown, electro-mechanical and electric office equipment were displayed by 115 exhibitors. Next BEE, 1971.

London Trade Center will host exhibition of electro-optic devices and components

Current $2 million market expected to double by 1972; lasers comprise about 50% of sales but fiber-optics are also in demand

The British market for electro-optic devices and components, now pegged at $2 million a year, is expected to double by 1972, making the U.K. an attractive sales target for U.S. manufacturers.

An estimated 50% of the current market is for lasers, but a variety of electro-optic equipment is being sought for research and production applications in a broad range of British industries.

American producers will have an opportunity to reach buyers of this equipment through a U.S. Department of Commerce exhibition at the U.S. Trade Center in London, May 11-15.

Research and development needs and industrial applications in electro-optics—including lasers, fiber optics, infrared systems, photocells and photo-measurement instruments—are growing in the United Kingdom and in Europe in such fields as communications, aircraft, construction, medicine, defense, surveying and mapping, security techniques, manufacturing processes, space and nucleonics.

Market research by the Commerce Department's Bureau of International Commerce, which will stage the London show, indicates the following equipment as having the brightest sales prospects:

Laser systems—range finding; aligning; surveying; construction; biological; medical; surgical; communications; holographic; photographic; interferometric; and for drilling, shaping, trimming and welding of materials.

Laser components—cooling equipment, crystals, focusing devices, optics, power sources, meters, rods, safety devices.

Fiber-optics systems—general, illuminator, imaging, probing-inspection, probing-medical, through CRT face plates.

Fiber-optics components—light sources, materials.

Infrared systems—control, detection, heat measurement, industrial security, thermographic.

Infrared components—filters, optics, radiation sources.

Photocell systems—photoemissive, photoresistive, photovoltaic, self-generating barrier type.

Photocell components—amplifiers, optics, photoelectric photocells.

Photomeasurement instruments—autocollimators, collimators, laser energy monitors, microphotometers, photometers, spectrometers, spectrophotometers, spectroradiometers.

Buyers, trade leaders, and potential agents and distributors will be invited to the London exhibition through a broad market development campaign by Commerce.

Previous Commerce Department exhibitions in the electro-optics field have yielded new trade contacts and sales prospects to U.S. exhibitors.

An exhibition of laser equipment and technology at the U.S. Trade Center in Frankfurt in December 1968 was the first of its kind in Europe. Twenty-nine U.S. exhibitors made immediate sales of $139,000 and expect additional orders of $2.1 million by the end of this year. They appointed five agents during the show.

At the U.S. Trade Center in Stockholm in May 1969, exhibitors of electro-optic devices shared display space with manufacturers of optical and photographic equipment. Twenty-four exhibitors made floor sales of $42,000 and expect one-year sales to total $911,000. They appointed two agents during the show, and were negotiating with eight others at show's end. Seven exhibitors were new to the market, five new to export.

U.S. manufacturers of electro-optic equipment and components interested in the Commerce Department exhibition at the U.S. Trade Center in London May 11-15 may obtain an Exhibitors Export Market Guide, IMIS 69-85, and further information from the U.S. Department of Commerce (BIC-942), Washington, D.C. 20230 (202-967-4653) or from any of the Department's 42 Field Offices.

Greek climate control, refrigeration show set

An international air conditioning and refrigeration exhibition is planned for the Zappeion Palace in Athens, Mar. 26-Apr. 2, and is open to American businesses.

The Development and Promotion Center, a private Greek organization, is sponsoring the event which will feature climate control and cooling equipment and accessories.

For information, contact the Center, 10 Solonos St., Athens 136.

Iceland ready to rebound

Economy hits bottom after two-year recession and is poised for resumption of growth

The severe Icelandic recession which began in 1967 appears to have run its course, according to the Economic Trends Report from the U.S. Embassy in Reykjavik. Most believers are of the opinion that it was not until sometime in mid-1969 that the economic cycle finally "bottomed out" and entered into a "stabilization phase," and some already detect a resumption of economic growth. In any event, the all-important psychological mood of the general public has shifted from one of pessimism to cautious optimism that the economic situation will not worsen.

It now appears certain that exports, the motor of the Icelandic economy, will for the year 1969 achieve a substantial increase over 1968. A further growth in export value is possible for 1970, provided that a wage-price spiral is avoided.

By mid-1970 the aluminum smelter and diatomite plant, both of which export their entire output, should have enlarged their capacities and are expected to produce a conservative $22 million of export commodities. Exports of fish and fish products are expected to hold to their 1969 export value of some $82 million, with decreased quantities offset by price rises.

Under these conditions, Iceland's total exports could be at least $110 million, which would be nearly 40% more than 1968's exports and about 15% more than the estimated level of exports during 1969.

Exports pace growth

Since it was the export decline resulting from the failure of the herring fisheries and the fall in export prices that caused the recession from 1967 well into 1969, the converse should be true for a large increase in exports this year and next year. The growth of exports this year and next should stimulate the domestic economy and boost imports, with the big question mark being whether economic growth can be achieved without disproportionate increases in wages and prices.

The Government of Iceland's efforts to diversify the economy can be expected to be intensified during 1970. In this regard, the attraction of new industries should be enhanced by the entry of Iceland into the European Free Trade Area (EFTA) which was recently announced (see story on p. 21).

The governing coalition in the parliament already has the votes for approval of Iceland's accession to EFTA. The vote is expected to be taken soon, with the formal accession to EFTA taking place in March, 1970.

Steady decline in GNP

Iceland's gross national product in real terms fell off sharply in 1967 and 1968. GNP, in current prices, was $593 million, $573 million and $455 million in 1966, 1967 and 1968, respectively. Per capita GNP in those years was $3,032, $2,884 and $2,221.

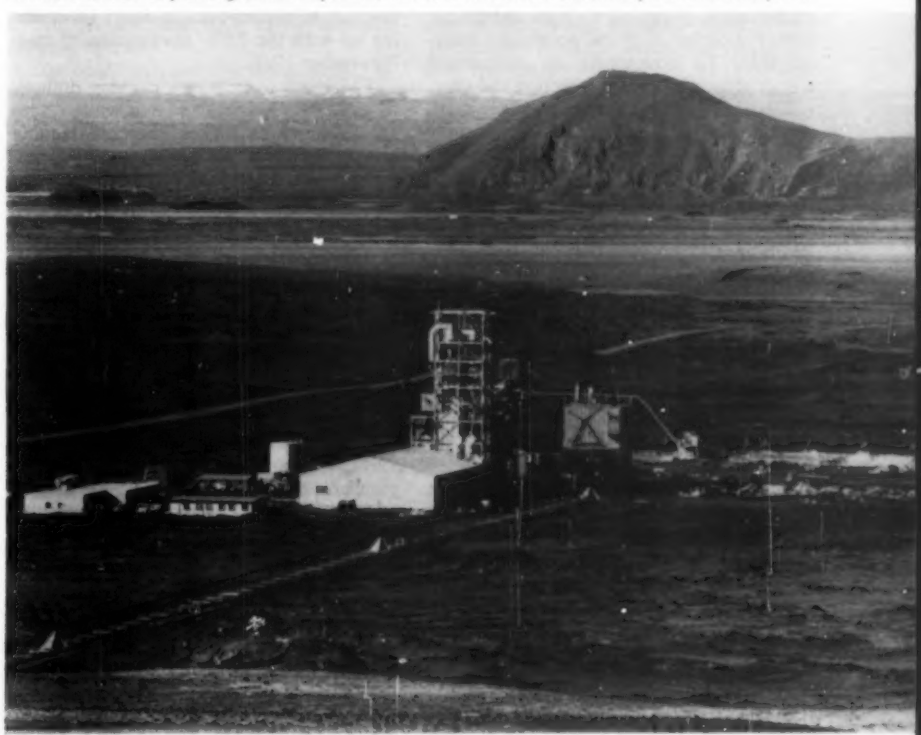
For 1969, another decline in real GNP seems to have occurred, with per capita GNP in dollars being on the order of 10% less than it was in 1968.

Because of the two intervening devaluations, comparisons of GNP from 1966 to 1969 can best be expressed in dollars rather than in constant kronur prices, although dollar comparisons somewhat exaggerate the decline in Iceland's GNP. Also, the 1966 per capita figure of $3,032 should be viewed with caution, because the krona was even then somewhat overvalued, and this was partly reflected in the November 1967 devaluation.

At the beginning of the summer there was much concern that the influx of 4,000 school-age students into the labor market would result in widespread unemployment.

It turned out, however, that the economy, aided by an exceptional fish catch, had the underlying strength and resiliency to absorb the students. Unemployment actually trended down from

ICELAND'S DIATOMITE PLANT and aluminum smelter both export their entire output and, by mid-1970, will have considerably enlarged their capacities. This is a view of the diatomite plant at Lake Myvatn.



THINGS SHOULD BE LOOKING UP for Iceland in 1970. The economy is showing signs of recovery from a recession that has resulted in a GNP decline for three successive years. Shown is Reykjavik in winter.

April through September, with a decline from 1.6% to 1.1%.

Even then, there was the fear that unemployment would be so high during the winter months as to be politically unacceptable. To counteract an anticipated winter slump in the construction industry, which was already extremely depressed, the Government relaxed its tight-money policy by freeing funds in late September for housing mortgages and loans. These funds have not stimulated new construction so much as they have been used for finishing the construction of half-completed homes. At the same time, public works and housing projects were recommended.

This stimulus to the construction industry, plus the gradual turn-around of the general economy, are regarded as having made it possible to keep seasonal unemployment through the winter months within reasonable bounds.

As the winter progresses unemployment may rise to 3%, which could become a political issue in a country which has traditionally been faced with the reverse problem of overemployment. By way of comparison, the unemployment rate in December 1968 was 2.9%; incidentally, that was the first month in which unemployment statistics were compiled for Iceland.

Wages and prices have risen because of the effect of devaluation on imported products on which Iceland is dependent. The cost-of-living index increased by 23% from November 1968 to November 1969, but this falls considerably short of catching up with the 35% devaluation of mid-November 1968.

The increase in wages is more difficult to measure. It is believed that while wages are substantially higher, they are lagging behind the cost-of-living increases. A commonly quoted estimate for the increase in wages during the first nine months of 1969 is 12-14%.

The leading sector of the Icelandic economy, foreign trade, staged a big comeback in 1969. There is some talk of Iceland's foreign trade being in surplus, but this refers to exports being related to general commodity imports rather than total imports.

The best indicator for the effect of exports on the economy as a whole is the value of export production, which is computed by the change in export stocks plus exported goods. For the first ten months of this year, the dollar equivalent value of export production was 35% higher than for the comparable period last year. Although the year-to-year increase of this indicator will probably be lower because of the reduced herring catch during the fourth quarter, a 30% increase for the year 1969 is likely.

Despite a herring catch of less than one half of the 1968 quantity, with much higher prices being obtained for herring than in 1968 the fisheries have had a much better year.

During the first ten months there has been a 19% increase in the cod catch, and the relatively high-valued lobster and shrimp have also been taken in larger quantities than last year. Capelin, which is a substitute for herring in the reduction to fishmeal and oil, were caught in record quantities earlier in the year with the total catch being 171,000 tons.

There has also been greater value-added in cod and other whitefish exports from Iceland by a decrease in the production of less expensive varieties. The institutional, retail and fish 'n chips trade in the United States has largely accounted for this greater value-added, as these outlets have developed a booming market for individually packaged Icelandic fillets, primarily cod.

Significantly, the volume and prices of Icelandic cod fillets sold in the U.S. market are expected to continue to increase through 1970.

The beginning of large-scale production of diatomite and aluminum during 1969 has strengthened the manufacturing sector, but most of the smaller manufacturing operations have not fared as well. On balance, manufacturing is believed to have at least held its own during the year.

Agriculture has continued to decline this year because of very unfavorable weather during the summer. Because the number of sheep slaughtered in the fall was much less than anticipated, there is a tremendous shortage of fodder for sheep and dairy cattle and the financial position of farmers has undoubtedly deteriorated. The increased volume of imported feedgrains required has meant increased costs to farmers.

Marked improvement

Although imports into Iceland declined at the expected rate during the first half of 1969, exports did better than anticipated with an increase of 20%. During the third quarter, exports were even higher than during the first half. As a result, the trade balance and the foreign exchange position in Iceland were much improved for the first three quarters. During October, the trend continued with exports of $9.8 million and imports of $10.5 million.

Iceland's accession to EFTA should aid U.S. raw material exports

Significant cuts also expected in duties on capital equipment; nation has ten years to dismantle tariffs against new partners

Iceland's Parliament on Dec. 19 approved a resolution authorizing Iceland's accession to the European Free Trade Association. Current members of EFTA are Austria, Denmark, Portugal, Sweden, Switzerland, and the United Kingdom. Finland is an associate member.

Iceland is expected to become a member effective March 1 or as soon afterward as ratification procedures in the EFTA countries have been completed. Since the EFTA Council and Iceland have reached full agreement on the terms of accession, there is no doubt that membership will be ratified by all of the EFTA countries shortly.

Iceland's accession to EFTA will be accompanied by several related moves, one of which will directly benefit certain U.S. exports. Iceland's tariff duties on raw materials will be reduced by 50% immediately at the time of accession. Also, significant reductions will be made in duties on capital equipment. These special tariff reductions on raw materials and machinery will apply to imports from all countries (including the United States) with which Iceland maintains most-favored-nation (MFN) trade relations.

Iceland also intends to increase its general sales tax from the current rate of 7.5% to 11% at the time of accession to EFTA. This increase will help make up losses in revenue which will result from reductions in tariff rates. The sales tax applies equally to domestic and imported articles.

Principal features described

The following release, issued by the Washington Information Office of the European Free Trade Association, describes the principal features of the accession agreement:

"The EFTA Council and Iceland have now reached full agreement on the terms on which Iceland will become a member of the European Free Trade Association and a party to the Finland-EFTA Agreement. It is expected that Iceland will join EFTA with effect from Mar. 1, 1970, or as soon afterward as ratification procedures in the EFTA countries have been completed.

"Under the Agreement, Iceland will have a ten-year period in which to dismantle gradually protective duties on her imports from EFTA. For their part, the present eight EFTA countries will grant immediate duty-free entry to industrial products imported from Iceland. Icelandic fish exports will benefit through the extension to Iceland of a recent EFTA agreement on minimum prices for imports into the United Kingdom of frozen fish fillets from Nordic countries. A summary of the main provisions of the Icelandic membership agreement is given below.

"Tariff Reduction: The agreement by the present EFTA members to import Icelandic manufactures free of duties and quotas will be implemented immediately upon Iceland's accession to the Association. From the same day Iceland will start a gradual reduction of her protective import duties on industrial products from EFTA. Basically the timetable calls for an immediate 30% reduction on existing protective duties, followed by 10% reductions on Jan. 1, 1974 and on each January 1 thereafter, the final 10% being removed on Jan. 1, 1980.

"In order to assist the development of new industries, Iceland may, at any time up to Jan. 1, 1975, increase its basic duties. The need to establish and maintain such increased protection may be the subject of examination by the EFTA Council.

"Iceland will abolish any protective element in its revenue duties, in step with the dismantling of its protective duties. Any protective element in internal taxes in Iceland will be eliminated by the end of 1972.

"Quotas: On the date of accession, Iceland will abolish quantitative import restrictions on a number of products. Starting from the date of accession the remaining restrictions, with a few agreed exceptions, will be abolished gradually in the manner provided for by the Convention, so as to be eliminated by the end of 1974.

"Export licenses: The Council has taken note of the export license system operated by Iceland, and of the fact that this system does not involve restrictions on Icelandic exports to member states.

"Exports of frozen fish fillets: From the date of accession Iceland will be a party to the recent understanding between the United Kingdom and Denmark, Norway and Sweden concerning the regime to be applied from Jan. 1, 1970 to Nordic exports of frozen fish fillets to the U.K.

"Nordic Fund for Icelandic Industries: With the entry into force of Iceland's membership in EFTA, the agreement reached between the Nordic Member States and Iceland concerning the establishment of a fund to provide loans and guarantees for the development of Icelandic industries will also become effective."

World Bank group aids Singapore and Botswana projects

The World Bank Group has loaned $13.5 million for development loans in two nations. The World Bank itself has approved a loan of $11 million to expand the local telephone system in Singapore, and its affiliate, the International Development Association (IDA), has approved a credit of $2.5 million for engineering design and preliminary works for the infrastructure required for a proposed copper/nickel mining development in Botswana.

All procurement financed by World Bank funds must be through international competitive bidding.

The Bank loan to Singapore will finance part of the foreign exchange costs of the Telephone Board's expansion program over the years 1970 through 1973. It will cost a total equivalent to $37 million. During these four years the capacity of the system will be expanded from 106,000 to 200,000 lines by the extension of existing exchanges and the establishment of five new exchanges.

Exploratory work for the development of copper/nickel deposits at Pikwe and Selebi in northeastern Botswana is now being carried out by Bamangwato Concessions Limited (BCL), a company owned by private foreign investors which is to be reorganized for mining and will include the Government among its shareholders.

The Government of Botswana would be responsible for the infrastructure required for the mining development and has applied to the World Bank for its eventual financing. The IDA credit will finance the services of consultants to conduct surveys, complete detailed engineering and prepare contract documents for the construction of transportation, power, water, a township and medical services, and assist in the evaluation of bids for these works. The credit will also finance the construction of preliminary works and the cost of project coordinating staff during the design stage.

Kenya retains its vigor

Strong performance leads Government to raise Development Plan's goals

The high level of Kenyan economic activity which helped ensure healthy growth in most sectors beyond the Government's forecasts for 1968 has been sustained through 1969.

The Government has been encouraged enough to set higher growth targets in the revised Development Plan for 1970-74, according to the Economic Trends Report from the U.S. Embassy in Nairobi. Under the new Plan the annual growth rate is projected at 6.7% (or .4% higher than the current Plan) and the development budget will be $504 million compared with $243 million over the past five years. The government seeks a more balanced, integrated economy with continued emphasis on strong participation by the private sector.

Kenya's $13.4 million balance-of-payments surplus last year reflected mainly a strong capital account. On the current account the trade deficit grew. The general commodity pattern in imports was a decline of 8 and 12% in capital goods and transport equipment respectively, and a rise of 40 and 22% in consumer goods and textiles. Chemical imports, led by agricultural chemicals, also rose by 35%.

Notable import rise

There was a notable 24% increase in imports of basic materials, as well as in semi-manufactures and metals, all used in local manufacturing and building. Kenya's external trade position has shown a striking improvement this year, however.

Kenya's policy is to seek external commercial relations which will diversify its export markets as well as the sources of its imports. As a prominent trading partner, investor and aid donor, the United States already enjoys good economic relations with Kenya. U.S. business interests in this country have grown steadily over the past few years, attracted by Kenya's economic health, prospects for continued growth and stability, investment protection, and location. Kenya's financial strength and its successful reliance on domestic and foreign private capital for development attest to the soundness of its policies.

A Commonwealth member, Kenya has no preferential tariff arrangement with Great Britain, but the latter's influence remains understandably strong as it is Kenya's largest trading partner, official donor and private investor. Another potential restraint on U.S. exports to Kenya lies in the agreement signed in September between the East African Community and the European Economic Community whereby the Europeans are to be granted tariff preferences ranging from 2 to 9% on 58 specified commodities in exchange for liberalization of their restrictions on East African exports. While this agreement will not become effective until ratified by all signatories, it illustrates the ties which the East African states are willing to accept to enlarge their export trade.

The United States should seek new possibilities of taking more Kenyan commodities. At present, U.S. exports to Kenya are approximately double imports and our success in further expanding our export trade with Kenya is likely to relate to our increasing ability to import more Kenyan goods.

The Kenyan Government has expressed concern about its deteriorating trade balance, and it is not inconceivable that more stringent control over imports of certain consumer goods will be exercised in the future, although the necessity for this has been questioned.

Kenya seeks to expand its productive capacity, particularly for the processing of agricultural products for export. To accomplish this in the context of rural development, the country will need irrigation, roads, electrification and marketing facilities. Improved farming methods leading to enlarged production and better quality also are planned, and a corresponding improvement in livestock production is envisaged.

These needs point to opportunities for U.S. technical and managerial skills as well as investment and sales. Progress in this area gradually should bring about increased purchasing power which will spur further imports and local production of goods.

Investment needs in the tourist industry appear unlimited for the short term. Building and construction, already a significant and growing sector, should receive further impetus from the Government's plans for additional housing. Thus, the market for hardware, sanitary ware, and fixtures of all kinds should improve. Certain U.S. building supplies are shut out of this market by local adherence to British building codes.

Competition in the Kenyan market is growing, with Japan and a few Western European countries increasing their hold.

U.S. suppliers will find it hard to match some of the payment terms offered to Kenyan importers, but they must liberalize their terms if they are to compete against confirming house arrangements and forms of subsidies provided by other governments to their suppliers.

Moreover, as Africanization of commerce proceeds, the need for easier credit terms will grow. A few Africans are doing well as distributors for European firms which are willing to assist liberally in financing inventories. Perhaps U.S. suppliers need to reconsider their traditional terms and seek to improve them. The Kenyan market, now and for the future, is well worth the effort.

Tourist earnings continue to rise, as indicated by the 7.5% increase in the number of completed visits to Kenya during the first half of 1969 over the same period last year, and by the increase in the number of nights of hotel occupancy by foreign residents. While improved statistics on tourist visitors were first devised in 1968, making comparisons with previous years difficult, there is ample evidence that tourism is a buoyant industry and Kenya's chief foreign ex-

What sells best

Specific categories of goods which offer the best prospects for U.S. exporters to Kenya are stationery; glassware for households, hotels and restaurants; watches and clocks; handtools for artisans and mechanics; imitation jewelry; children's clothing; golfing equipment; bedsheets, bedspreads and pillow cases; carpets, carpeting and rugs; poultry production, processing and packaging equipment; dairy equipment; irrigation equipment; coated and uncoated printing and writing paper; automotive diagnostic repair and maintenance equipment; and locks and padlocks.

change earner. Accommodations are increasing but at an unsatisfactory rate. One of the problems is to provide adequate tourist outlets at the coast and in the game reserves to take the flow that Nairobi, with its large expansion in first-class hotel space, is now able to accommodate.

Published figures are too incomplete to support the Government's statement that manufacturing sales in the second quarter were 6% higher than those of the first quarter and nearly 14% above those of last year's second quarter. Available statistics do reveal that the 1969 production of textiles, soap, mineral waters, paint, petroleum products, cement and electricity should overtake 1968 levels.

The construction industry is again active following a leveling-off in 1968, but there is continuing inflation in construction costs.

The percentage of gross domestic product represented by capital formation in Kenya is high in comparison with that of many developing countries. This percentage declined slightly from 19.3% in 1967, when there was an unusually high rise in both public and private investment, to 18.2% last year. Actual investment in the public sector increased by about 14%, with private capital spending declining 6%.

Kenya remains committed to the East African Community, now two years old, and to the association of other African states with this organization. Kenya's trade balance with its partner states, Tanzania and Uganda, improved last year by $2.8 million. The application of the transfer tax, a device to promote balanced industrial development among the three states, apparently has not interfered seriously with Kenyan exports to Tanzania and Uganda.

On balance, Kenya's exports to Tanzania probably suffered more from the Tanzanian quantitative restrictions which were in effect prior to the signing of the East African treaty. Exports to Uganda have been hampered not so much by the transfer tax perhaps as by a continuation of that country's import licensing system vis-a-vis its partners throughout 1968.

There is a need for greater coordination among the partner states in industrial development to satisfy their individual aspirations and to assure potential foreign investors that excess productive capacity in particular industries will not be allowed to develop. Community authorities are attentive to this problem. It has not completely deterred new investments in Kenya; several from U.S. sources have been announced this year.

Given the sovereignty of the individual Community partners, it is not surprising that national interests sometimes take precedence over efforts to reach unanimous decisions on matters affecting the Community's functions and interests. The Community nevertheless is tackling its internal differences with a good measure of cooperative spirit.

Rational policies prevail

As a country whose mineral production contributes less than one percent to the gross domestic product, Kenya has successfully sought to diversify its economy from and within the agricultural base which predominates. Indeed the country's economic strength lies in its capacity for diversification.

The Development Plan for 1970-74 reflects the Government's awareness, however, that agriculture will remain the most important contributor to employment and export earnings for the indefinite future. Thus, rural development has a high priority in the new Plan. Related programs to be strengthened by the Government are land settlement and registration, an expanded and improved agricultural credit system, road improvement and major water supply projects.

Economic independence is the keynote in the Government's policy for commerce and industry. This theme has been stressed in all recent major pronouncements, notably the President's address on Kenyatta Day in October and in KANU's (Government party) Election Manifesto issued shortly before the Dec. 6 general elections.

Africanization, and more specifically Kenyanization, of ownership and management is increasingly promoted by the Government through the mechanism of trade licensing, work permits, training and loans and counseling. Thus far, Africanization of the private sector has not been pressed to the extent of disrupting the economy.

Kenya enjoys an unusual degree of consumer price stability for a developing country. There was an increase of $5.6 million in currency in circulation last year, reflecting intensified economic activity, and commercial bank deposits in the Central Bank rose substantially. The remarkable increase in reserves last year brought the level to $121 million.

The Kenyan economy today is highly liquid. Recurrent issues of Government bonds and treasury bills are oversubscribed and investment opportunities apparently are not sufficient to absorb the excess of local capital. If this liquidity is not entirely a short-term phenomenon, the Government can be expected to rely increasingly on local financing of its national development program.

The low level of employment in Kenya is a formidable problem. In 1968 estimated employees in the modern sector (in towns, on large-scale farms and in modern forestry and sawmilling enterprises) totaled 608,700 in a population of approximately 10 million. The bare increases in the number of persons employed in the modern sector over the past two years are made even less significant as a trend if compared with an estimated 3% annual population increase and other figures such as the number of school leavers and the high rates of primary and secondary school enrollment.

SEVERAL NEW U.S. INVESTMENTS in Kenya have been announced recently, despite East African Community's lack of an overall industrial policy. Below, Colgate-Palmolive plant in Nairobi.

XUM

Argentine status is mixed

Current economic growth is satisfactory but objective of price stability proves elusive

Argentina's gross domestic product grew at an estimated rate of 7% in real terms in 1969 but this rapid economic pace was accompanied by constant upward pressure on prices. Although Argentina is currently not fully achieving its official objective of consistent growth with price stability, notes the semi-annual Economic Trends Report from the U.S. Embassy in Buenos Aires, Argentines can easily remember long periods when both elements of this goal were simultaneously absent.

The growing Argentine economy presents opportunities in many fields to the American private investor whose capital can help the economy grow further. The Government recently approved a $100 million Dow Chemical project, but Argentina also welcomes foreign capital on a smaller scale, particularly if it involves establishment of a new industry or purchase of a minority interest in an existing business.

The estimated 1969 GDP rise of 7% represented much more rapid economic growth than was achieved in 1968. The GDP annual equivalent in the first nine months of 1969 was higher by 5.5% than the GDP of the previous year, increasing on a per capita basis in the later period by a healthy 3.9%.

The Government is committed to economic growth with price stability, but the retail and wholesale price indices show that this combination is hard to achieve. Although prices are performing far better than they used to in the old days of galloping inflation, their movement since early in 1969 has somewhat disappointed those who expected the year to show much better control over inflation.

The retail price index, which was 9.6% higher at the end of 1968 than it had been at the end of 1967, stood 8.2% higher at the end of November 1969 than its level of 12 months previously. As for the wholesale price index, at the end of November 1969 it was 9.9% above its level of 12 months before.

Peso revaluation

The exchange rate has remained stable at 350 pesos to the dollar since the devaluation of early 1967. From time to time during last year, shrinkages of foreign exchange reserves and of the trade surplus caused renewed speculation about a future devaluation, but present attention is focused instead on the announced conversion at the end of 1969 to a new peso 100 times as heavy as the old, to be worth 3.50 to the dollar.

Gross reserves of gold and foreign exchange, which amounted to $776 million at the end of 1967 and $834 million at the end of 1968, had reached about $910 million in the first quarter of 1969, their highest level since 1948. They have fallen steadily since April, because of trade factors and some short-term capital outflow, the latter reflecting in part several brief periods of uncertainty occasioned by strikes and signs of social unrest. The downward trend of the reserves has not halted, but it has slowed down. Reserves are now at a level which is technically satisfactory but could be vulnerable to adverse psychological factors.

Trade grows both ways

The export picture improved in 1969, with exports 8.5% higher for the first nine months of the year than the same period of 1968. Imports increased even faster than exports (by 27% during the above period), thus causing a worrisome decline in Argentina's trade surplus.

The boom in imports is due in great measure to the upturn in the whole economy, plus apparently some inventory accumulation aimed at restoring depleted stocks and hedging against eventualities of devaluation or exchange control.

The rate of increase in money supply is an encouraging factor in the fight against inflation. The money supply, which had risen by 36% in 1967 and 25% in 1968, showed on an annual basis an increase of only 8.8% after nine months of 1969 over nine months of 1968.

The unemployment rate in greater Buenos Aires, as measured in October, has shown a satisfying drop in 1968 and again in 1969. This tendency is to be expected in view of the mild boom underway in the economy.

New wage policy

The government's current policy toward wages, announced in October, featured a wage increase of 3,000 pesos per month as of November and promises another 7% next March. Labor has accepted the package so far, and according to the official price indices, business appears to be absorbing wage increases without substantially raising prices. There are indications, however, of some upward movement in prices and of growing labor doubt concerning the sufficiency of the 7% second step in the wage package.

Early indications are that the wheat harvest which has just begun will be a disappointing one, like last year's. The 1968-9 crop-year produced only 5.7 million tons of wheat, and the first official estimate for the 1969-70 crop-year places production at practically the same level. The first estimate might turn out later to be wide of the mark, but if it is reasonably accurate, Argentina may again have to import wheat next year in order to meet its export commitments.

Promising market

Argentina's current high level of economic activity makes it a market of considerable promise for American traders. The most promising sales prospects are in capital, rather than consumer goods, and especially in semi-finished goods and industrial raw material such as iron and steel products.

The private industrial sector of the economy is not only expanding but is also modernizing itself with increasingly sophisticated machines and methods. The public sector's activities also can generate substantial export opportunities for U.S. business, with infrastructure projects under way or being planned in fields such as electric power, mining, and transportation.

Auto boom sets pace

None of Argentina's major manufacturing industries is more widely watched as an economic indicator than that of automobiles. Eleven-month 1969 production of motor vehicles exceeded 199,000 units, more than the Argentine industry has ever produced before in a complete year. The contrasting slump in agricultural tractor production, on the other hand, indicates the continued lag of agriculture behind the growth rates of other sectors of the economy.

Eximbank loans to finance sales of U.S. goods, services to two Spanish power plants

Two Eximbank loans totaling $7.3 million will buy U.S. products and services to equip power plants in Spain.

A $5 million credit to Termicas del Besos, S. A. (TERBESA), will help finance the purchase in the United States of equipment, materials, and services for a 300-megawatt addition to the Besos thermal power plant near Barcelona. Total cost of the project is estimated at $27.3 million with the balance of the funds to come from Swiss and Spanish sources.

TERBESA's unit No. 1 was completed in 1967 with the assistance of a $2.7 million Eximbank loan. It generates power for distribution to the Cataluna Zone. Co-owners of the company are Empresa Nacional Hidroelectrica del Ribagorzana, S. A. and Hidroelectrica de Cataluna, S. A.

A $2.3 million Eximbank credit to Gas y Electricidad, S. A., (GESA), of Spain will help finance the purchase of U.S. equipment, machinery, materials, and services required for the addition of three 40-megawatt thermal electric generating units to GESA's San Juan de Dios thermal power plant on the Island of Mallorca. Total cost of the project is estimated at some $16.7 million.

GESA purchases of U.S. products will include boiler and turbine-generator components, boiler feed pumps, control and instrumentation equipment, and erection supervision.

Established in 1927, GESA is government-owned and is the sole producer and distributor of electric energy in the Balearic Islands. Previous Eximbank authorizations to GESA in 1962 and 1966 totaled $5.7 million. The current loan will help finance the final stage in GESA's expansion program for a 200-megawatt total capacity, multi-unit, thermal generating station.

Inter-American bank loans will aid 2 Chilean projects

The Inter-American Development Bank has approved two loans equivalent to $12.4 million to help expand industrial and mining development in Chile.

They were extended to the Corporacion de Fomento de la Produccion (CORFO), the nation's development agency, and will be relent to pay for imports to establish or expand industries, primarily in the private sector.

The program is expected to help boost industrial production of a wide range of primary and intermediate goods by about $40 million annually; to generate some $5 million yearly in export earnings, and to provide employment for more than 3,000 persons throughout Chile.

Among the industrial fields which will benefit from the program are: metal working, mechanical and electrical products; chemicals and rubber goods; mining and smelting; lumber; cellulose and paper; food preserves and concentrates; textiles and apparel; construction materials and ceramics.

Spain transfers control of foreign exchange unit

The Government of Spain recently announced the transfer of control over official foreign exchange operations from the Ministry of Commerce to the Bank of Spain. Under the new arrangement the Foreign Exchange Institute (IEME) will remain as a separate administrative entity incorporated as a department within the Bank of Spain. Sr. Jose Maria Gonzalez Valles has been appointed the new Director for IEME and in this capacity will also serve as the sub-Governor of the Bank of Spain.

In the same decree the Spanish Government also established a new Ministerial Commission to formulate Government policy on matters involving official reserves and foreign exchange operations. The new Commission will be chaired by the Vice-President and will include the Ministers of Foreign Affairs, Commerce, Finance, Industry, Agriculture and the Development Plan.

Argentina to buy 6 U.S. jets with Eximbank loan

The Export-Import Bank of the United States has authorized a $12.6 million loan and a $9.8 million financial guarantee to help Aerolineas Argentinas purchase six Boeing 737-200 jet aircraft, spare engines, parts, related equipment and services. Total contract price of the export is $33,050,000.

Approximately 15% of the contract price will be a cash payment from the borrower and The Boeing Co. will provide 5% of the financing in the form of a supplier participation.

Eximbank's loan will be repaid in ten semiannual installments beginning five and one-half years after aircraft delivery in 1970, with an annual interest rate of 6%. The private institution loan guaranteed by Eximbank will be repaid in semiannual installments beginning six months after aircraft delivery.

The Eximbank aided the export of U.S. jet aircraft valued at about $735 million in 1969.

World Bank Group assists Cyprus power system and Sierra Leone's schools

The World Bank has approved a loan of $5 million for the expansion of electric power in Cyprus, and its affiliate, the International Development Association (IDA), has approved a credit of $3 million for an education project in Sierra Leone.

The loan to the Electric Authority of Cyprus will help to finance the installation of a fourth 30-mw. unit at Moni, the construction of 87 miles of high-voltage transmission lines, and substation expansion. The project will enable the Authority to keep pace with the demand for electricity, which is expected to increase at an annual average rate of 10% over the next five years as a result of connecting more domestic consumers and a rising demand from commerce and industry.

The Sierra Leone project being assisted by the IDA credit is directed toward improving the quality and content of secondary and technical education and primary teacher training. Eleven general secondary schools will be improved and provided with facilities for the teaching of agricultural, commercial, scientific and industrial subjects, two technical institutes and two trade schools will be extended and better equipped to permit an increase in enrollment from 740 to over 1,900 full-time students. The Freetown Primary Teachers' College will be expanded and improved to double its capacity to 250 students.

All imported goods and services purchased with World Bank Group funds must be purchased through international competitive bidding.

Colombia will build roads with $17 million IDB loan

Colombia has been granted a $17 million loan by the Inter-American Development Bank for the building of nearly 1,000 miles of feeder roads. The roads will be designed primarily to provide low-income farm families with access to major highways and market centers.

The project will be carried out by the Fondo Nacional de Caminos Vecinales, an agency of the Ministry of Public Works created in 1962 to expand Colombia's rural road network. Total cost of the program is estimated at $36,650,000, of which the Bank's loan will provide 46.5% and local sources the remaining 53.5%. This program is the first stage of a plan calling for a $172 million investment by the Government of Colombia for the building of some 7,500 miles of roads over the next 10 years.

XUM

Imports into Spain now require deposit

The Government of Spain recently issued a decree requiring advance deposits for imports. Under the new law, importers are required to deposit the peseta equivalent of 20% of the c.i.f. value of the merchandise being imported. These advance deposits may be made directly, or through private banks, to the Bank of Spain where they will be retained for a six-month period without interest.

Importers will be required to present receipts for the deposits when applying for import licenses or import declarations with the Ministry of Commerce. The advance deposit system became operative on Dec. 11, 1969 and will remain in effect through Dec. 31, 1970.

According to the Spanish Government the above provision was taken in an effort to slow down the excessive increase in imports and to help improve its balance of payments situation.

Although the pre-deposit requirement is applicable to all imports, the Minister of Commerce indicated the possibility that certain products, as yet unnamed, may be exempted from the deposit system at a later date.

GT&E to build W. Africa's first satellite earth station

Nigeria has awarded a $5.3 million contract to General Telephone & Electronics International Systems Corp. for construction of the first satellite communications earth station in West Africa. The project also includes the building of a 100-mile microwave system to connect the facility to the ground communications switching center in Lagos, capital of Nigeria.

Equipment for the project is being furnished by two U.S. subsidiaries of the GT&E Corporation family, Kenkurt Electric and Sylvania Electric Products, and an Italian subsidiary. Construction of the station, which is scheduled to be completed in late 1970, has already begun.

The station will serve as a ground terminal for voice, television and data communications for an Intelsat satellite which is in synchronous orbit over the Atlantic Ocean.

The facility will be utilized primarily for telephone, telex and telegraph communications between Nigeria, other West African nations, Europe and the United States, as well as for the transmittal of data when required. It will also provide direct television reception for the first time in Nigeria from Europe and the United States. Present communications with Nigeria are principally via international radio connections in London.

Colombia gets $15.2 million for Pan-Am highway section

The Inter-American Bank has approved a loan equivalent to $15.2 million to help build and improve a 131-mile stretch of the Pan-American Highway in Colombia.

The segment, which is located between Popayan and Pasto in southwest Colombia on the main route leading from Bogota to Quito, Ecuador, would replace an existing longer link.

The project calls for expanding and paving of the 74-mile existing highway between Timbio and Mojarras; the construction of a new highway, 57 miles in length, between Mojarras and Cano; construction of 28 bridges and the installation of guard rails, road markers and other facilities along the entire route. In addition, an 11-mile-long access road will be built from Taminango to a juncture with the highway at El Tablon.

The National Highway Fund of the Ministry of Public Works will carry out the project, whose total cost is estimated at $29.1 million.

New German iceberg lettuce quota may open regular market to U.S. suppliers

Germany has opened an import quota for iceberg lettuce from the United States, according to the *Bundesanzeiger* No. 213 of Nov. 14. Application for licenses will be accepted from now until the value limit is reached but not later than Dec. 30, 1970.

During the validity of the quota it is possible that an import embargo may be announced, which would invalidate import licenses ten days after publication of the announcement, but it appears highly unlikely that such action will be taken.

The import licenses issued will be valid for six months. The first day of customs clearance was Jan. 1, 1970.

This is the first German quota for iceberg lettuce covering an entire year. Because of the liberal conditions of this quota the U.S. Embassy in Bonn expects the development of a regular market in Germany for U.S. iceberg lettuce.

New Greek rules on medical samples

Greece now permits the importation of greater amounts of medical samples of proprietary medicines and medicinal preparations approved or to be approved for sale domestically.

The new regulations allow, for the first year after their approval, the importation of medical samples up to a quantity not exceeding 50% of imported foreign proprietary medicines and medicinal preparations and of those sold by local industry and thereafter up to 30% for the second year and 10% for each ensuing year.

Also, regarding newly approved proprietary medicines and medicinal preparations to be marketed for the first time, the new rules allow the importation or production of medical samples not exceeding 5,000 units irrespective of the quantity of the marketable packed product imported or produced within a period of twelve months.

Heretofore, the importation of medical samples was limited to 10% of the total imports of each preparation approved or to be approved for sale in Greece. No distinction was made between products already established in the Greek market and those newly approved. The latter requires the distribution of a larger quantity of medical samples for sales promotion than the former.

IDB loan will help Brazil study road link with Peru

The Inter-American Development Bank has announced the approval of a $2.6 million loan to help Brazil study the feasibility of building a 462-mile highway from Rio Branco in Brazil's far west state of Acre to the border with Peru. The loan will cover 66.7% of the $3.9 million project; local sources will provide the remaining one-third of the cost.

The road will be designed to contribute to Latin America's movement toward a common market by promoting trade between Brazil and Peru, and to help integrate the vast Amazon watershed in Brazil with the rest of the nation, thus creating new economic and social development opportunities in the region.

The highway will be a section in the 2,860-mile road network which will eventually link Brasilia with Lima.

Sees massive market ahead in countries moving up LDC scale

AID official notes tenfold increase there in U.S. exports

"The underdeveloped nations of this world constitute a potential market of such enormity that to understand it will require the same kind of imagination that built the markets in our own country."

Offering this view, an Agency for International Development official cited statistics showing that the more advanced developing nations purchase about 10 times as much from the United States as the poorest group of countries, on a per capita basis.

Bert Tollefson, Jr., AID's Assistant Administrator for Legislative and Public Affairs, told an international business group in Chicago last month that "graduates" of the aid program continue to buy more and more U.S. goods and services year after year.

The AID official was addressing the Mid-America Committee for International Business and Government Cooperation, Inc.

The less developed world now provides markets for a third of U.S. exports, he pointed out. In 1968, he explained, they purchased $10.5 billion—a growth since 1958 of 42%.

Of the goods that went to the developing nations, he added, AID financed about 10% of the total—an indic tion of the stimulus generated by the U.S. aid program for U.S. business and the U.S. economy.

80% bought in U.S.

Last year, aid policies assured that practically all—98%—of the commodities financed under the AID program were purchased in the United States, Tollefson noted.

AID financed the export of $106 million worth of fertilizer (45% of all the fertilizer exported), $129 million of chemicals and related products (15%), $279 million of machinery and equipment (almost 10%) and $107 million of iron and steel mill products (33%).

Tollefson told the business leaders that economic assistance is in large part responsible for the growth of the countries being assisted. An analysis of U.S. exports to 38 developing nations over a five-year period (1964-68) demonstrates that fact, he said.

Nations with per capita GNP averaging less than $200 a year during that period purchased less than $3 worth of American products per capita in 1968. Nations with GNP between $200 and $400 per year purchased $10 worth of American products per capita. Those with GNP between $400 and $900 purchased $29 worth of American products per person—roughly 10 times as much as the poorest group of nations.

"Furthermore," he added, "as these developing countries reach their period of self-sustaining growth—when they no longer need foreign aid—they continue to become better and better customers of U.S. exports."

Loan to Colombia reflects new U.S. Alliance policy

Procurement no longer tied to U.S. sources since President's statement

An Alliance for Progress loan of $10 million to Colombia will finance essential imports for industrial and agro-industrial projects designed to overcome critical domestic shortages and to promote exports.

This was the seventh loan negotiated under the new Latin American policy proclaimed by President Nixon on Oct. 31 to insure that loan dollars authorized for Latin America by AID would be freed of previous procurement restrictions. Latin American loan recipients are now able to make purchases not only from the United States but anywhere in Latin America.

The previous loans, all negotiated during the past two months, were to Brazil for $32 million; Costa Rica, $1 million; Panama, $3.5 million; the Dominican Republic, $8 million; Honduras, $500,000, and El Salvador, $1.9 million.

There are also various authorized but unsigned loans for Latin America totaling $137.5 million that benefit by the President's action on procurement policy. These originated from previously appropriated funds.

The loan to Colombia was made to the central bank for its private investment fund. A similar loan was made in 1964.

As then, the new loan will finance industrial and agro-industrial projects in the private sector designed to increase, diversify and promote exports as well as to eliminate production bottlenecks and provide for rational substitution of imports.

The proceeds will be loaned to regional finance corporations and local banks which will make sub-loans in combination with local funds to stimulate a wide variety of industries and increase employment. The Alliance for Progress funds will constitute between 20% and 40% of the project requirements, with the balance to be financed from local resources.

The investment fund has been one of the principal factors in the growth of Colombian exports other than coffee. Industries which have received fund support increased their exports from $8.5 million in 1964 to $41 million in 1968.

Manufacturers or processors of food, paper, chemicals and electrical products have made significant progress under this program. There have been corresponding increases in employment.

U.S. export ban on Swede is extended

An order temporarily denying export privileges to Gert Hylen of Malmo, Sweden, has been extended for 30 days. The order was issued Oct. 27 and had been due to expire Dec. 26. (See INTERNATIONAL COMMERCE of Nov. 24).

The Commerce Department's Bureau of International Commerce (BIC) said the temporary denial order was issued against Hylen for suspected reexportations of substantial quantities of automobile spare parts from Sweden to Cuba in violation of U.S. Export Control Regulations. BIC said it was necessary for the protection of the public interest to continue the order while the investigation continues.

The restrictions of the order are also applicable to two Swedish firms with which Hylen is connected and which are named as related parties. These are G. Hylen A.B. of Malmo and Gate Fabriks of Hjo.

The present order continues previous restrictions whereby Hylen and his agents and also the firms he is connected with are prohibited from participating in any transaction involving U.S.-origin commodities or technical data.

XUM

Pirelli of Italy wants licenses to produce U.S. electronic parts

S. P. Elettronica (SPE) of the Pirelli group of Italy currently makes precision potentiometers and trimmers for the European market, with sales amounting to over $4 million. The company desires to diversify and expand and is interested in licenses to produce other high reliability electronic components.

SPE is considering a wide range of high technology components or small complex assemblies. It is especially interested in professional and industrial markets, particularly those affected by high European tariffs or other trade barriers. Typical products might include small servos, microswitches, precision relays, small display devices and miniature blowers.

SPE considers the ideal American firm that might be interested in its services to be one which maintains a large R&D effort, which is just breaking into the multimillion dollar area in sales, and which is growing fast enough to welcome the assistance of a European licensee. In return, SPE offers what it considers a top sales team; a reputation for high quality; a production group able to work with U.S. drawings and specs in English; a successful history of U.S. relationships; and a well-equipped factory, laboratory, environmental test facilities, with MIL and NATO approvals.

Write: Giuliano Balconi, General Manager, S. P. Elettronica SpA, Via C. Piscane 10/4, I-20016 Pero (Milano), Italy; or Mentor International, 712 Montgomery St., San Francisco, Calif. 94111. (The latter has been retained by SPE to assist them in finding a licensor.) **P-70359.**

French conveyor company seeks cross-licensing ties

Somefi Fabrications, a company specializing in the production of materials handling equipment such as belt and chain conveyors, rollers and overhead trolley conveyor systems, is interested in a cross licensing agreement. The French firm wants to make chain conveyors of medium capacity and bucket elevators. It seeks an American licensee for its small chain conveyor which is patented in the U.S.

Alain Leonnet, the French concern's president and general manager, plans to visit the U.S. for the next six months to discuss licensing arrangements with interested companies.

Contact him in this country at: 49 Liberty St., Apartment 12, San Francisco, Calif. 94110. Further information can also be obtained by writing: Somefi Fabrications, 165 Rue du Rouet, 13-Marseille, 8eme, France. WTD. **P-70364.**

Malaysian lumber holding firm seeks U.S. joint venture

General Lumber (Holdings) Berhad, one of the larger lumber operations in the Far East, is interested in entering into a joint venture with U.S. investors to produce knocked-down furniture in Malaysia.

General Lumber is a holding company overseeing five operating companies. Two are involved with the timber export trade; one in Malaysia and the other in Singapore. A third subsidiary operates sawmill and drying facilities, and has its own jetty and warehousing facilities at Port Swettenham as well as a direct rail link to its forest concessions in Kemasul, Pahang. The fourth produces prefabricated timber houses, roof trusses, doors, windows, parquet, crates and pallets. The fifth is involved in the production and export of dressed timber, semi-finished and finished timber components for the building and furniture industries. Annual sales are approximately $8.3 million.

In exchange for marketing assistance, the Malaysian firm is prepared to negotiate management and equity participation. It proposes a 51% local and 49% U.S. distribution. According to General Lumber, tax incentives, such as freedom from corporate income tax for up to five years, are available if the proposed venture is granted "Pioneer" status by the Malaysian Government.

The Government also offers such investment incentives as exemption from import duties for machinery and in some cases raw materials used in production, and free transfer of capital earnings.

Write: Dato Chan Peng Hong, Chairman, General Lumber (Holdings) Berhad, 2 Jalan Kilang, Petaling Jaya, Selangor, Malaysia. WTD. **P-70356.**

British firm wants license to make additional products

A British manufacturer of equipment for the brewery, soft drink, food, machine tool, rubber and steel industries seeks a license to make any product complimentary to its present capabilities. The firm's facilities include a foundry, forge and fabricating machinery and fitting shops.

Write: Gimson & Co. (Leicester) Ltd., Vulcan Road, Leicester, LE5 3EA, England. WTD. **P-70365.**

Australian mobile home firm interested in U.S. partner

An Australian producer of mobile homes and trailers seeks a U.S. partner in an enterprise to build mobile homes. The Australian firm would also distribute, service and repair the units.

Write: Alan Hall, Managing Director, Mobile Homes Pty. Ltd., 418-422 Maroondah Highway, Ringwood, Victoria 3134, Australia. WTD. **P-70357.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

World Trade Opportunities Continued through page 31

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

195 Small arms

19510 — AFGHANISTAN — Airguns, single shot and automatic. Sahibzada Trading House (importer, distributor, retailer), Mohammed Jan Khan Wat, Kabul. Quote prices c.i.f. Karachi, insurance to Kabul. WTD 7/69.

227 Floor covering mills, products

22710 — SWEDEN — Novelties in floorcoverings. Fargsam AB (importer, distributor, retailer), 23 Grenljusbacken, S-117 45 Stockholm. WTD 12/69.

241 Logging camps, logging contractors

24110—ITALY—Lumber (Douglas fir, hemlock pitch pine, yellow pine, red cedar, jap gum, black walnut). Vittorio Tomsic, Junior (distributor), P.O. Box 1313, 34100 Trieste. WTD 10/69.

264 Converted paper, paperboard products

26440—SWEDEN—Luxury wallpaper, decorating material. Fargsam AB (importer, distributor, retailer), 23 Grenljusbacken, S-117 45 Stockholm. WTD 12/69.

281 Industrial organic, inorganic chemicals

● **28100—CEYLON**—10 tons each soda ash (light) 98-100%; starch suitable for finishing cotton textile with fluidity of 70/75; and tropical bleaching powder 33-35% chlorine packed in galvanized drums or containers suitable for tropics. Also two tons each kier boiling auxiliary non-ionic and/or anionic, e.g. "Kierlon B," "Hospital CV," "Lissapol D"; and commercial grade sulfuric acid Sp. gr. 1.840 in polycan containers of about 40 pounds. Also one ton each of desizing agent of enzyme type, e.g. "Biolase," "Nervanase," etc.; and optical whitening agent suitable for cotton, e.g., "Uvitex," "Blankapher," etc. Tender reference COM/TEN/69/60; closing date Mar. 5. Complete details and copies of all tender documents available from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008 ★(202-483-4025). A review copy of tender documents will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

282 Synthetic materials

28213—TUNISIA—1,000 tons of dielectric polyvinyl chloride to be delivered in 5 equal portions every second month starting from February 1970. Submissions should be made on a C & F and f.o.b. basis. Bid deadline Jan. 15. Copy of specifications in French available from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Dept. of Commerce, Washington, D.C. 20230. Correspondence requested in French. Societe de Materiel Electrique "CHAKIRA" (importer, manufacturer), 40, Rue du 18 Janvier, Tunis. WTD in preparation.

283 Drugs

● **28300—CONGO (K)**—The Ministry of Health has issued an invitation (in French) for bids for the supply of drugs. Invitation No. 377/69 dated Dec. 12, 1969, with a bid deadline of Feb. 20, calls for bids on a number of items including tetrachlorethylene, 5,000,000 capsules in bottles of 1,000; acetylsalicylic acid tablets, .5 g 50,000,000 in bottles of 2,000; cloroquine tablets, .1 g 50,000,000 in bottles of 1,000; phenobarbitol tablets .1 g, 2,000,000 in bottles of 1,000; salicylate of sodium tablets .5 g, 7,000,000 in bottles of 1,000. Correspondence in French preferred. Copies of the tender are available from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3394). A review copy will also be available from the U.S. Department of Commerce, San Francisco Field Office, Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

307 Plastic products

30795—SWEDEN—Industrial plastics products; especially for packaging purposes. Direct purchase and agency. AB R. W. Nissen (importer, distributor, manufacturer), 9 Hornstulls Strand, S-102 71 Stockholm. WTD 12/69.

30797—AFGHANISTAN—Plastic tableware, kitchenware, dinnerware. Quote prices c.i.f. Karachi, insurance to Kabul in initial correspondence. Sahibzada Trading House (importer,

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distributor, retailer), Mohammed Jan Khan Wat, Kabul. WTD 7/69.

326 Pottery, related products

32610—DAHOMEY—Exclusive contracts for all types of toilet fixtures and their maintenance. Correspondence requested in French. Etablissements J. Francomme (importer, distributor, retailer), B. P. 301, Cotonou. WTD 11/69.

331 Steel mill products

33176 — ITALY — Austenitic tubes, finned tubes. ARTI-Rappresentanze Industriali (distributor), Via A. Ressi 32, 20125 Milan. WTD 9/69.

335 Rolling, drawing, extruding of nonferrous metals

● **BURMA**—Supply of copper pipe flexible, etc. Tender No. MEIC/B.Rlys/13/(T)38; bid deadline Jan. 27. Contact Embassy of the Union of Burma, 2300 S St., NW., Washington, D.C. 20008.

● **33500—BURMA**—Supply of cable copper VIR, etc. Tender No. MEIC/B.R./14 (T) 19; bid deadline Jan. 27. Contact Embassy of the Union of Burma, 2300 S St., NW., Washington, D.C. 20008.

349 Fabricated metal products

34930—ITALY—Steel springs. ARTI-Rappresentanze Industriali (distributor), Via A. Ressi 32, 20125 Milan. WTD 9/69.

34941—ITALY—Steel expansion joints, ball valves, high pressure valves. ARTI-Rappresentanze Industriali (distributor), Via A. Ressi, 32, 20125 Milan. WTD 9/69.

34942—ITALY—Steam traps. ARTI-Rappresentanze Industriali (distributor), Via A. Ressi, 32, 20125 Milan. WTD 9/69.

355 Special industry machinery

35595—INDIA—Equipment for gas purification and acid sludge decomposition plant (using "Miley Process") for petrochemical refinery (production of transformer, other speciality oils). Offers requested in triplicate. Details of equipment available from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Dept. of Commerce, Washington, D.C. 20230. Nagpal Petro-Chem Refining Ltd. (manufacturer), Industrial Assurance Bldg. (5th Floor), Jamshedji Tata Road, Bombay 20. WTD in preparation.

356 Industrial furnaces

● **35600—SOUTH AFRICA**—Blast furnace and ancillary equipment; capacity 3,000 tons per day. Tender No. V144, bid deadline, March 9. The Head, Capital Buying, South African Iron and Steel Industrial Corp., Ltd., P.O. Box 450, Pretoria, Transvaal. Tender documents are available from the above address on deposit of R 150 ($1.40).

357 Office, computing, accounting machines

35792 — NETHERLANDS — Small office equipment, such as staplers, to be sold through stationery stores. Exclusive representations requested for Netherlands, Belgium. N.V. Rotanex-Pool, attn.: Mr. W. J. van Straaten (distributor), 60 Zaanweg, P.O. Box 29, Wormerveer. WTD 12/69.

358 Service industry machinery

35852—DAHOMEY—Exclusive contracts for furnishing in Dahomey and Togo, air-conditioners, room. Correspondence requested in French. Etablissements J. Francomme (importer, distributor, retailer), B.P. 301, Cotonou. WTD 11/69.

366 Communication equipment

36611—DAHOMEY—Exclusive contracts for telephone equipment and their installation and maintenance. Correspondence requested in French. Etablissements J. Francomme (importer, distributor, retailer), B.P. 301, Cotonou. WTD 11/69.

386 Photographic equipment

38612—ITALY—Photocopying, blue printing, whiteprinting equipment. U.M.I.-Ufficio Modello Italiano (distributor), Via Archimede 85, Milano. WTD 1/69.

395 Pens, pencils, office, artists' materials

39510—NETHERLANDS—Pens, mechanical pencils, similar office supplies. Exclusive representations requested for Netherlands, Belgium. N.V. Rotanex-Pool, attn.: Mr. W. J. van Straaten (distributor), 60 Zaanweg, P.O. Box 29, Wormerveer. WTD 12/69.

39530—NETHERLANDS—Marking devices, similar office supplies, to be sold through stationery stores. Exclusive representations requested for Netherlands, Belgium. N.V. Rotanex-Pool, attn.: M. W. J. van Straaten (distributor), 60 Zaanweg, P.O. Box 29, Wormerveer. WTD 12/69.

399 Manufacturing industries

39961 — AFGHANISTAN — Floor covering, linoleum. Quote c.i.f. Karachi prices, insurance to Kabul. Sahibzada Trading House (importer, distributor, retailer), Mohammed Jan Khan Wat, Kabul. WTD 7/69.

Leads for Importers

Commodities are offered direct unless specified

243 Millwork, veneer, plywood, prefabricated structural wood products

24332—SWEDEN—Prefabricated wood component parts, especially walls; also automated production methods for wall units; computerized drawing systems and patterns (pattern cutting) for houses. AB FALCO Marketing Co. (agent, distributor, importer, exporter, consultant), 20 Hagagatan, S-102 33 Stockholm. WTD 12/69.

285 Paints, varnishes

28510—SWEDEN—Exterior and interior oil-type and water-type paint products, lacquers. AGEWE Ingenjorsfirma, A. Wennstrom (manufacturer, exporter), 27 Box, S-190 50 Kungsangen. WTD 12/69.

399 Manufacturing industries

39900—NEPAL—Supply of bristles in 500 to 1500 lb. lots, up to 50,000 lbs. per year. The Brush & Bristles Suppliers (exporter, importer), c/o Sunil Kumar & Co., (P) Ltd., 6/615 Indra Chowk, P.O. Box 677, Kathmandu. WTD in preparation.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

FRANCE—Alain Leonnet, Somefi Fabrications, 165 rue du Rouet, 13-Marseille, 8eme, **interested in manufacturing U.S. material handling equipment under license and reverse licensing equipment for its own material handling equipment and requesting technical information.** Jan. 5 via New York for 6 mos. c/o 49 Liberty St., Apt. 2, San Francisco, Calif. 94110. Itinerary: New York, Philadelphia, Chicago, San Francisco, Denver. WTD 12/69.

PAKISTAN—Inayat-ullah Khan Asghar, *Today and Tomorrow* Publications, P.O. Box 7629, Saddar, Karachi, **interested in meeting U.S. manufacturers, exporters, international investment organizations to obtain material for first issue of *Today and Tomorrow* featuring U.S. trade opportunities.** Specific business proposals developed from interviews with U.S. businessmen interested in trade with Pakistan, Turkey and Iran will be circulated in those countries. Paid advertisements will outline the operations of the interested U.S. firms. Asghar plans to arrive in New York mid-January and to stay in that area for six to eight months; he may be reached through the Department of Commerce New York Field Office, 41st Floor, Federal Office Bldg., 26 Foley Sq., New York, N.Y. 10007 (212-264-0634). WTD 11/69.

SPAIN—Pable de la Torriente, Carlos Sobrini, and Eduardo de Prada, representing World Hotel, S.A., and Euro-Madrid, S.A., Serrano 110, Madrid 6, **interested in contacting hotel chains wishing to do business in Spain, firms interested in investing in Spain, credit companies, construction firms.** Jan. 12 via New York for 2 weeks. c/o Commodore Hotel, Lexington Ave. & E. 42nd St., New York, N.Y. 10017. Itinerary: New York. WTD in preparation.

Schedule of Ceylon bid for heavy equipment announced

Schedule No. 3 of the tender for the supply of equipment to the Highway Sub-Department, Public Works Department of Colombo was omitted in the notice published in INTERNATIONAL COMMERCE, Dec. 22, p. 31 and *Commerce Business Daily*, Dec. 8, p. 7.

Schedule 3 includes dump trucks (quarry type), tilt-top trailers, etc. The tender reference number should have been COM/TEN/69/52, and is available free of charge at the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

Each schedule carries on the top right hand corner a space for "signature of issuing officer," which is also required according to the "Conditions of Tender." This signature may be obtained from the above Embassy at the time of issuance. Any firm which has received copies of this document may get the required signature as stated above. Tender documents available at the Embassy will be issued up to 12 a.m., Saturday Jan. 31. The bid deadline is Feb. 15.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

243 Millwork, veneer, plywood, prefabricated structural wood

24330 — FRANCE — Prefabricated wooden buildings and structural members of lumber. COPAP (agent), 18 bis, Rue d'Anjou, 75-Paris 8. WTD 12/69.

281 Industrial chemicals

28151—ITALY—Coal tar products. PRADA CHIMICA S.p.A. (importer, manufacturer), Via Gesu' 17, 20121 Milan. WTD in preparation.

28152—TAIWAN—Synthetic organic dyestuff for textiles. Requests literature, price information. Longhan Chemical Engineering Co. (distributor, agent, retailer), 110 Chungking North Road, Section 3 (P.O. Box 3499), Taipei. WTD 10/69.

282 Synthetic materials

28213—ITALY—Polyvinyl chloride. PRADA CHIMICA S.p.A. (importer, manufacturer), Via Gesu' 17, 20121 Milan. WTD in preparation.

28214—ITALY—Urethane and polyurethane (artificial leather), PRADA CHIMICA S.p.A. (importer, manufacturer), Via Gesu' 17, 20121 Milan. WTD in preparation.

283 Drugs

● **28300—CONGO (K)**—The Ministry of Health has issued an invitation (in French) for bids on a supply of drugs and medical items. Invitation No. 395/69 dated Dec. 1, 1969; bid deadline Mar. 11, 1970. Bids sought for a number of items including tetracycline, 150,000 250 mg. tubes; chloroamphenicol, 150,000 tubes; tetracycline, 3,000,000 250 g bottles/100; scissors, 20,000 pair; anatomical pliers, 35,000 each; lancets, 14,000 various types; lancet blades, 30,000. The complete list includes a total of 70 items. Correspondence is preferred in French. Copies of this tender are available from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3394). A review copy will also be available from the U.S. Department of Commerce Field Office, Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28423—TAIWAN—Paint removers. Requests literature, price information. Longhan Chemical Engineering Co. (distributor, agent, retailer), 110 Chungking North Road, Section 3 (P.O. Box 3499), Taipei. WTD 10/69.

28445 — ITALY — Cosmetics, toilet preparations. D.N.-International Trade (distributor), Via Einaudi 24, Mestre Venezia. WTD 10/69.

289 Chemical products

28993—ITALY—Foundry supplies (chemicals, fluxes, lubricants, mould and core cleaners etc.) A. Cesana, S.p.A. (distributor), Via Turati 11, Pero, Milan. WTD 10/69.

349 Fabricated metal products

34940—SWEDEN—Valves for control of gases, liquids, steam, air, etc. Euro Shelco, Kerstin Hagstrom (importer, distributor, agent), Sommarvagen 17, Fack 33, S-130 21 Klinten. WTD 12/69.

353 Construction, mining, materials handling equipment

●**35300—IRAN**—6 electrical, 1000 kilogram capacity, fork lift trucks; and 2 petrol consuming, 1815 kilos capacity, fork lift trucks. Bid deadline Feb. 2. Iranian Tobacco Co., Tehran, Iran. Specifications are available on a short term loan basis from the GIE Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5585).

355 Special industry machinery

35512 — FRANCE — Automatic clippers for sausage-casings (compressed air, pressure type, continuous vacuum system; heavy-duty) special sealers (with supply of aluminum clips) for artificial sausage-casings and water-tight plastic bags retractible, for meat products; other categories of up-to-date machinery and devices for utilization by sausage-makers, pork-butchers. Descriptive literature, price lists requested, preferably direct from manufacturers. ASMO (Etablissements) (importer, distributor, manufacturer), 119-121 Cours de la Marne, 33 Bordeaux. WTD 1/69.

356 General industrial machinery

35690—SWEDEN—All kinds of filters. Euro Shelco, Kerstin Hagstrom (importer, distributor, agent), Sommarvagen 17, Fack 33, S-130 21 Klinten. WTD 12/69.

361 Electric transmission, distribution equipment

● **36100 — ARGENTINA** — Supply 4 each outdoor shielded panelboards (metal clad type) complete with ancillary equipment. The bid deadline is January 19. Specifications available for approximately $150.00 (U.S.) from SEGBA, Balcarce 184, Room 443, Buenos Aires, Argentina.

36111—ITALY—Electronic and scientific advanced measuring instruments. TEKKAL (distributor), Via F. Reina 37, 20133 Milano. WTD 10/69.

364 Electrical lighting, wiring equipment

36424—SWEDEN—Automobile headlights, spotlights, other automobile accessories. Engvall AB, Sten (importer, agent), Charlottenbergs Gard, S-195 00 Marsta. WTD 12/69.

365 Radio, television receiving sets

36511—SWEDEN—Automobile radios, other automobile accessories. Engvall AB, Sten (importer, agent), Charlottenbergs Gard, S-195 00 Marsta. WTD 12/69.

371 Motor vehicles, motor vehicle equipment

37141—SWEDEN—Automobile accessories. Engvall AB, Sten (importer, agent), Charlottenbergs Gard, S-195 00 Marsta. WTD 12/69.

382 Instruments for measuring, controlling, indicating physical characteristics

● **38200—INDIA**—Supply of 86 ultrasonic flaw detectors, pulse echo type, 220/240 volts, single phase, 50 cycles A.C., with accessories. Tender No. P/301/43/040/8.9.69/PL; bid deadline Jan. 30. Requested by Director General, Supplies and Disposals, Jeevantara Bldg., Parliament St., New Delhi-1, India. Tender documents available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

38220—FRANCE—Pyrometers and thermocouples, thermic control instruments, thermal regulation components, allied up-to-date equipment for use by the petroleum, chemical, and paper industries, principally. Price lists and catalogs requested. D.A.R. (Distribution d'Accessoires de Regulations) (importer, distributor and manufacturer), Route de Pau, 64, Orthez. WTD 1/69.

394 Toys, amusement, sporting goods

39490—SWEDEN—Sporting, athletic goods. Engvall AB, Sten (importer, agent), Charlottenbergs Gard, S-195 00 Marsta. WTD 12/69.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

NATO extends bid deadline

The Nato Saclant ASW Research Centre, La Spezia, Italy, has extended the bid deadline on Tender No. AC/10166 for the construction of a telemetry system from December 31, 1969 to January 30, 1970. (INTERNATIONAL COMMERCE, Dec. 15, 1969, p. 31), and (*Commerce Business Daily*, Dec. 8. 1969, p. 8.)

Trinidad company seeks to hire pile drivers for three months

George Wimpey (Caribbean) Ltd., a subsidiary of George Wimpey & Co., Ltd., of London, has been awarded the contract to construct a sugar refinery complex on one of Trinidad's large sugar estates.

They desire to hire two units of high frequency piling equipment, which will cause no ground vibration, for three months beginning early this year, for driving 800 16-feet square pre-stressed concrete piles 50 feet long.

Interested U.S. firms should contact Donald Leadbeater, Design Engineer, George Wimpey (Caribbean) Ltd., Couva, Trinidad.

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New Books and Reports

***Overseas Business Reports*. U.S. Department of Commerce. Washington, D.C. 1969. $16 per year. ($5 additional for overseas mailing), 15 cents per copy.**

Basic Data on the Economy of Turkey. OBR 69-56. 15pp. Covers the major sectors of the economy, the labor force, finance, foreign investment and trade, development planning, and the outlook for the economy.

Establishing a Business in Austria. OBR 69-58. 22pp. Describes the investment climate, legislation governing investment, forms of business organization in Austria, industrial property protection, employment, and the availability of capital.

International Investment Position of the United States: Developments in 1968. OBR 69-60. A 14-page reprint of an article which appeared in the October 1969 issue of Survey of Current Business.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Yearbook of the Lebanese Joint Stock Companies (6th Ed.).* Published by Middle East Commercial Information Center, Beirut. 1,865pp. $25.**

An extensive French-language compendium of financial and industrial information which could prove of great interest to firms doing business with Lebanon. Lists all authorized insurance firms, banks, business organizations, trading firms, overseas affiliates, transportation and financial investment firms.

Write: International Publications Service, 303 Park Ave. South, New York, N.Y. 10010.

***United States Taxation of Foreign Investment Income: Issues and Arguments.* By Peggy B. Musgrave. Published by the International Tax Program, Harvard Law School, Cambridge, 1969. 185pp. $4.**

The first part of this study explores in primarily economic terms the underlying causes and consequences of private foreign investment. It asks what the costs and benefits of such investment are to the investor, to the world, and especially to the United States as a nation. The author says this economic analysis is essential background to an investigation of the general principles that should guide the United States in taxing foreign investment income and the specific tax measures that promote these principles—the subject of the second part of the study. The final chapter is a critical evaluation of the present United States tax rules applicable to income from foreign investment.

The author is Associate Professor of Economics at Northeastern University and a specialist in international public finance.

Write: International Tax Program, Harvard Law School, Cambridge, Mass. 02138 (617 864-3555).

Three new reports cover European Communities

Three new *Business International* research reports have been prepared to aid U.S. businessmen in preparing for the "radical changes" in the European business environment resulting from the recent diplomatic moves toward economic integration.

The European Communities Today and Tomorrow ($60) is a 96-page booklet prepared exclusively for businessmen, and tells of changes in the making that should be factored into companies' planning to insure continued growth and profits. Special emphasis is given to the issues that may make or partly break the Common Market—agriculture; admission of new members; the U.S. investment "threat", and the so-called technological gap.

European Communities Rules of Competition: The Theory and Practice ($25) was written especially for marketing and legal experts. This guidebook attempts to untangle the mass of new supranational laws and rules governing monopolies, resale price maintenance, cartels, exclusive dealerships and other marketing practices —and shows how dozens of companies are adjusting to them.

Harmonization of EC Business Laws: The Mechanisms Detailed ($25). Also designed for the legal and marketing staff, is this guidebook which analyzes in great detail the extent to which the laws of the Six have been—and will be—harmonized with respect to taxes, industrial standards, rights of establishment, antidumping and incorporation—and what they mean to business today and tomorrow.

Write: Business International, 757 Third Ave., New York, N.Y. 10017.

INTERNATIONAL MARKETING INFORMATION SERVICE

This identification symbol, which appears on each of the International Marketing Information Service reports, is also accompanying announcements made in this section.

Latest IMIS report is:

Country Market Digest: Best U.S. Sales Prospects in South Africa. 17 pp. IMIS 69-26. 10 cents.

***Source List of International Relations Materials: 1969-70.* Published by International Publications Service, New York. 64pp. Free.**

A price list of all publications dealing with foreign trade and relations handled by the International Publications Service. Most of the books are in English and have been published outside of the United States. Although they are listed in bibliographical publications, many of them have not been widely reviewed or publicized in this country, according to the publisher. The service also sells and distributes the publications of the United Nations and its specialized agencies, the Organization of African Unity, the Center for Planning and Economic Research and the National Council of Applied Economic Research.

Write: International Publications Service, 303 Park Ave. South, New York, N.Y. 10010.

***American Importers Association Membership Directory '70-'71.* Published by American Importers Assn., New York. 92pp. $5.**

The Directory is in two parts. Part I is an alphabetical listing of all 778 AIA members with addresses and an indication of their import interests; Part II is a listing of members by commodities and service interests.

The members listed in the new Directory include a wide range of importers of items from abrasives to yarns as well as accountants, air freight companies, airlines, attorneys, banks, cargo inspectors and weighers, custom house brokers and freight forwarders, customs and import consultants, insurance companies, international communication companies, manufacturer's representatives, publications, steamship agents, steamship lines, and others.

Write: AIA, 420 Lexington Ave., Suite 2626, New York, N.Y. 10017.

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Calendar *for international traders*

BOSTON — Jan. 22 — International Center of New England's Eighth Annual World Business Perspective Conference, Sheraton-Plaza Hotel. Luncheon Speaker: **K. N. Davis, Jr., Asst. Secretary of Commerce for Domestic and International Business.**

BRUSSELS, BELGIUM—Jan. 26— International Roundtable Conference on Finance, Credit, Collection and Exchange Problems. Brussels Hilton. 9 a.m.-5 p.m. Sponsor: Foreign Credit Interchange Bur. (Europe).

CINCINNATI—Jan. 21—Monthly meeting of the Cincinnati World Trade Club, University Club, 6 p.m. Speaker: **Thomas de Seve, Exhibits Director, Commerce Department's Office of International Trade Promotion.** Sponsors: World Trade Club, Commerce Field Office.

CINCINNATI—Jan. 28—First of five advanced seminars on international business problems, Univ. of Cincinnati. Topic: Analysis of Foreign Markets. Sponsors: Univ. of Cincinnati, REEC, Cincinnati World Trade Club, Commerce Field Office.

CLEVELAND—Jan. 21—Basic Export Workshop, 10-12 noon, Commerce Field Office.

CLEVELAND—Jan. 28—Export Clinic Workshop, 10-12 noon, conference room, Cleveland World Trade Assn., Union Commerce Bldg.

GRAND RAPIDS, MICH.—Jan. 27 —Western Michigan World Trade Club, Swiss Chalet, 6 p.m.

MEMPHIS—Jan. 20—Export Workshop, First National Bank. Sponsors: First National Bank, REEC, Commerce Field Office.

MEMPHIS—Jan. 20—World Trade Club meeting, Sheraton Motor Inn.

MEMPHIS—Jan. 21—Industry-organized—Government-assisted (IOGA) Trade Mission Conference, Sheraton Motor Inn. Sponsors: Mid-South Exporters' Roundtable, REEC, Commerce Field Office.

NASHVILLE—Jan. 27—Export Workshop, Nashville Area Chamber of Commerce. Sponsors: C. of C., REEC, Commerce Field Office.

NEW YORK—Jan. 20—International Executives Assn. Luncheon, Statler-Hilton. Speaker: Dr. Franz Pick.

NEWARK—Jan. 21—Profits in Exports Meeting, Small Business Administration Office, 970 Broad St. Sponsors: New York Field Office, Commerce; REEC; SBA.

PROVIDENCE, R.I.—Jan. 20—Export Workshop on Export Marketing and Promotion, 3-5 p.m., Greater Providence Chamber of Commerce, 10 Dorrance St. Sponsors: Commerce Field Office, Greater Providence Chamber of Commerce.

PROVIDENCE, R.I.—Jan. 20—Providence World Trade Club Dinner meeting, Johnson's Hummocks Restaurant, 245 Allens Ave., 5:30 p.m.

ST. LOUIS—Jan. 20—"Show You" Export Workshop on Documentation, Conference Room, Federal Bldg., 2 p.m. Sponsors: World Trade Club, Chamber of Commerce, Commerce Field Office.

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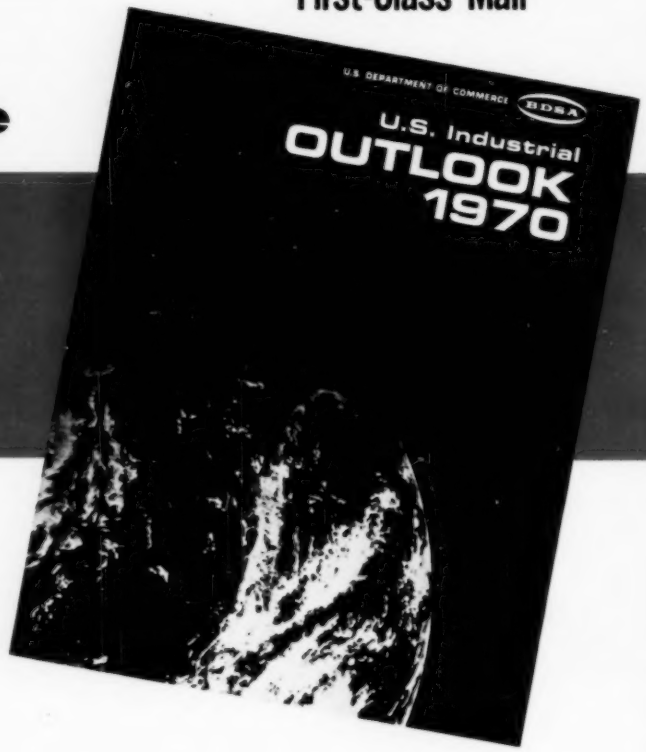

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